

The NATIONAL UNDERWRITER

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Successful agents make Markel the greatest company of its kind in the world. Our agents are successful because Markel-Men like Norman Bergenthal and hundreds of other safety engineers like him do a complete service job. **MARKEL AGENTS HAVE NO SERVICE HEADACHES!** They spend their time on profit-making production! Markel Service offers you a source of untapped profits in bus and truck insurance, if you are an alert career agent with an eye to the future. Write for details.

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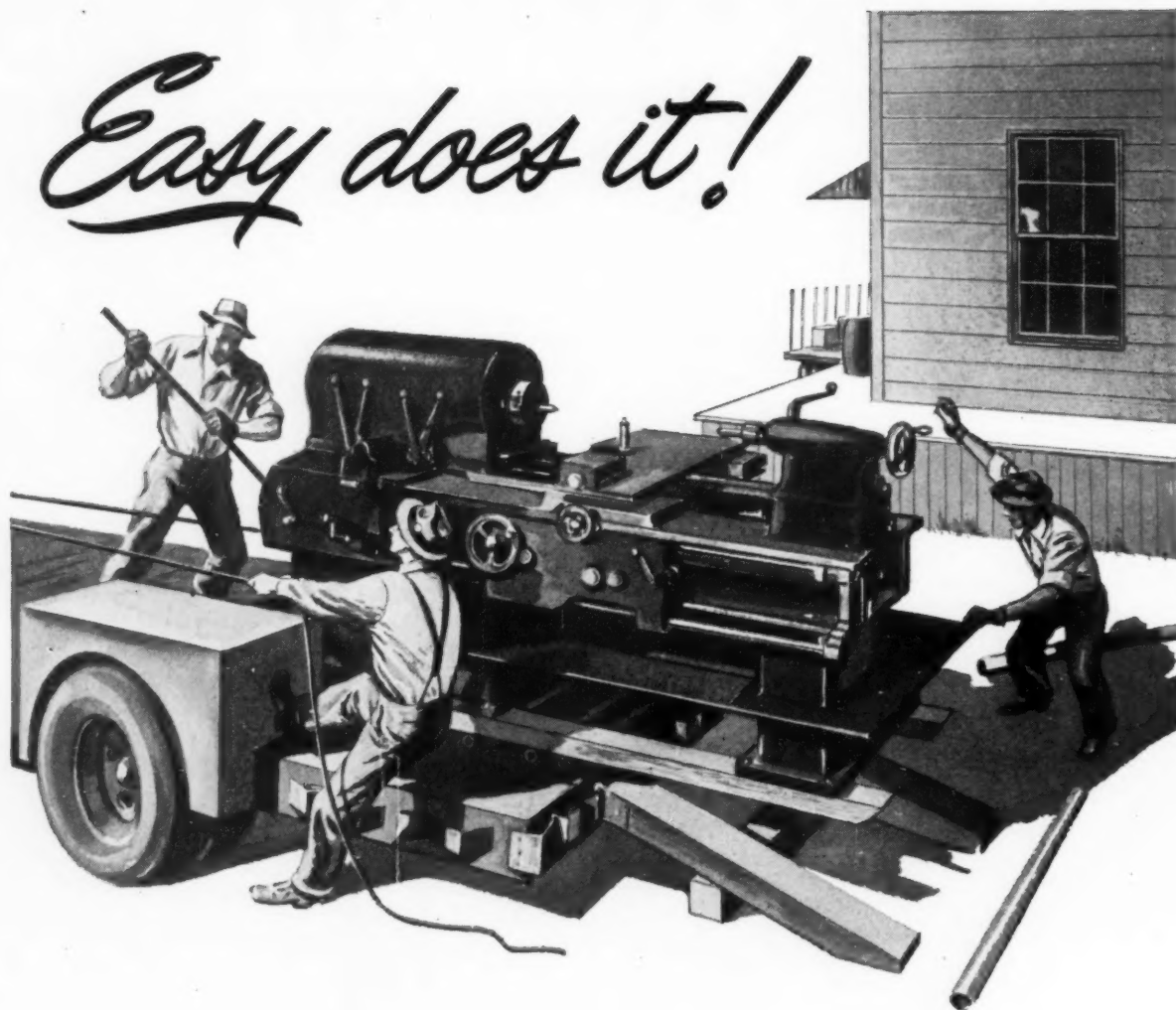
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THURSDAY, DECEMBER 20, 1951

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North British Makes Several Important Executive Shifts

Day Transferred to Chicago, Howard Takes Charge at Philadelphia

North British has made a number of executive changes.

Charles L. Day, secretary of the western department at the home office, on Jan. 1 will be transferred to Chicago to succeed S. R. Howard, secretary, as



S. R. Howard



Charles L. Day

manager of the Illinois department, which is being changed to the mid-western department. It is contemplated that the territory of the midwestern department will be enlarged to include several states now under the supervision of the home office.

Mr. Day will be assisted by F. B. Ingledew, now assistant secretary at Chicago, who will continue in the same capacity in the midwestern department. Mr. Howard as secretary and man-



W. F. Moore



H. V. Tisdale

ager will take charge at Philadelphia, which office will be expanded to include additional adjacent territory. Mr. Howard succeeds Carl L. Brandt, resigned.

Edgar H. Miller, Jr., who has been state agent in northern Illinois, will become assistant manager at Philadelphia.

For the time being the central and western departments at the home office will be consolidated under Secretary H. V. Tisdale, who for some time has been in charge of the central department. Mr. Tisdale will head a combined division which will include Indiana, Kentucky, Ohio, Tennessee, Iowa, Kansas, Minnesota, Missouri, Nebraska, North Dakota, South Dakota and Oklahoma. During the year it is planned to place the supervision of a number of

(CONTINUED ON PAGE 23)

Hartford Western Department Men Are Advanced

Effective Jan. 1 Brice M. Draper will be appointed assistant western manager of Hartford Fire. He will have supervision as assistant manager over Ohio (including Cuyahoga county, formerly under the supervision of P. S. Beebe, associate manager), Nebraska and Wisconsin.

William H. Moloney will become superintendent of the marine department to succeed Mr. Draper. Sharon O. Wood will become assistant superintendent and will take the position made vacant by Mr. Moloney to supervise Cook county marine business.

Assistant Manager E. S. Whitcombe's field will remain as it has been except that he will no longer have supervision over Wisconsin. Assistant Manager L. E. Grigby's field will also remain as at present except that he will no longer have supervision over Nebraska.

Some Changes in Jurisdiction

Assistant Manager W. H. Birkemeier will have supervision over Michigan as formerly, but will have added to his supervision Wayne County, which has been under Mr. Beebe. Mr. Birkemeier will also have Iowa.

Assistant Manager D. G. Behlmer will have the same field as formerly, except that he will no longer have supervision over Iowa but will take supervision over West Virginia in addition to the other of his states.

Mr. Beebe will have supervision over Cook County, Ill., only, as far as field work is concerned. His other duties will require the remainder of his time.

Mr. Draper attended Southwestern University at Memphis and Northwestern University at Chicago, being one of those who took the special insurance course at Northwestern. He joined Hartford Fire in 1927, and became special agent in Illinois in 1931. From 1935 through 1938 he was with Coates & Raines at Little Rock, after which he



Brice M. Draper

Shand, Holbrook and Schwindt New M. & M. Directors

Announcement is made by Laurence S. Kennedy, president, of the election of David W. Shand of Chicago and John Holbrook and Walter A. Schwindt of New York as new directors of Marsh & McLennan, Inc. This increases the board membership from seven to 10.

Mr. Shand joined the Chicago office of Marsh & McLennan in 1925 in charge of special casualty risks and was made a vice-president in 1932. He entered the insurance business in 1920 as special agent for Aetna Casualty. In 1921 he joined Johnson & Higgins as assistant manager of the casualty department at Chicago and was manager of this department immediately prior to joining Marsh & McLennan.

Mr. Holbrook went with Marsh & McLennan in 1931 upon graduation from Yale. He was made assistant vice-president in 1945 and vice-president in 1947. He served for over three years in the headquarters of the army air forces and was placed on inactive duty as lieutenant colonel.

Mr. Schwindt went to Marsh & McLennan in 1922 after completing his education. He was made assistant vice-president in 1939 and vice-president in 1941. He has been continuously with M. & M. except for service in the last war with the transportation corps of the armed services forces during which time he was commissioned a lieutenant colonel.

returned to Hartford and became assistant superintendent of the marine department in 1941 and superintendent in 1943. He is an outstanding marine underwriter, and is now treasurer of the Mariners of Chicago.

Mr. Moloney is a graduate of Northwestern and was with Fred S. James & Co. from 1937 to 1941. After air force service, in 1946, he went with Hartford Fire, becoming special agent in 1947 and assistant superintendent of the marine department in 1948.

Mr. Wood also was educated at Northwestern University. He started with Commercial Union in 1927 and in 1939 went with Hartford Fire. After war service he became marine special agent in 1947.

Wash. Agents Won't O.K. "Bargaining" on Commissions

Reactivation of N.A.I.A. Commission Committee Strongly Criticized

Washington Assn. of Insurance Agents, through its national director, H. P. Sargent of Seattle, has advised presidents and national directors of all state associations in N.A.I.A. that it will "refuse to go along with the (commission) committee if its functions step into the realm of express or implied collective bargaining with any rating authority or company."

A communication sent to all states advises that the committee on commissions has been reactivated following adoption of a motion at the last Chicago convention that N.A.I.A. "through its executive committee or other properly authorized committee, shall continue its study of and interest in the subject of agents' commissions."

Committee Once Discharged

Mr. Sargent's letter, approved by the board and local association presidents, recalls that the committee was discharged by a unanimous vote after its report was adopted at the 1951 mid-year meeting of N.A.I.A. at New York City.

The Washington association, Mr. Sargent says, has been advised that the present administration of N.A.I.A. has taken the action of the national board of directors as authorization to reactivate the committee on commissions. Mr. Sargent said he has been informed by President J. F. Van Vechten that the same committee which brought in the commission report at New York is being reappointed.

Uphold Individual Right of Contract

In commenting on the reappointment, the letter states: "I believe I am safe in saying that if many of the state national directors who voted for the motion at the Chicago convention had realized that the incoming administration would reactivate the committee on commissions on the strength of the resolution as adopted that there would have been, to put it mildly, considerable discussion before the motion was voted upon. I, for one, am frank to state that while I have no objection to a National association committee or the officers studying the commission problem and reporting their findings to the national board, that we here in Washington would oppose any N.A.I.A. representatives discussing specific commission loadings with any rating organization, supervisory official or group of companies. In fact, we would be impelled, I am sure, to repudiate any express or implied agreement which would affect the individual right of contract of any one of our members."

Ohio Insurance Company Capital Now \$1 Million

Ohio Ins. Co., which is affiliated with Ohio Casualty, has increased its paid in capital from \$500,000 to \$1 million through a declaration of 100% stock dividend.



Gilbert Kerr, America Fore; B. C. Vitt, American; E. P. Smith, Norwich Union, and Elmer Sammons, Hanover, at the E. U. A. 25th anniversary dinner.

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BRITISH COMMERCIAL Insurance Company, Ltd., London, England. (Est. 1908)	Arendal Assurance Company, Limited, Arendal, Norway. (Est. 1860)
LONDON and EDINBURGH Insurance Com- pany, Ltd., London, England. (Est. 1919)	LLOYD MAROCAIN d'Assurances (Est. 1940)
The PRIVATE Insurers Ltd., Copenhagen, Denmark. (Est. 1786)	Compagnie AFRICAINE d'Assurances (Est. 1950)
The COPENHAGEN MARINE Insurance Asso- ciation, Ltd., Copenhagen, Denmark. (Est. 1852)	The Seven Provinces Insurance Co., Ltd., The Hague, Holland. (Est. 1918)
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Julien Harvey, Safety Leader, to Retire; Honored at Dinner

Julien H. Harvey, pioneer traffic safety specialist and manager of the accident prevention department of Assn. of Casualty & Surety Companies since 1938, was honored by leaders in the safety and insurance fields for his numerous contributions to greater safety on the highways and in industry at a dinner at New York marking his retirement.

Nearly 75 associates and friends, including many prominent in the fields in which he worked for more than 35 years, attended the dinner. Wallace Falvey, president of Massachusetts

financing the Center for Safety Education at New York University, now one of the leading institutions of its kind in the nation. He has directed the association's program to encourage training of youthful drivers in the high schools, and many other efforts to encourage greater safety on the highways and in industry.

Bushnell New Ariz. Commissioner

George Bushnell is the new insurance director of Arizona. He takes the place left vacant by the death of Roy Rummage. Mr. Bushnell has been an examiner in the department.

Henry Retires; Security Ups Gilchrist and Jackson

S. D. Henry is retiring as assistant secretary of Security of New Haven. He joined the companies as an examiner in 1908 and in 1915 was appointed state agent for western Pennsylvania and West Virginia until 1920, with headquarters at Pittsburgh. From 1920 to 1930, with headquarters at Philadelphia, he traveled eastern Pennsylvania, Maryland and District of Columbia, and 1930-1938 he was Connecticut state agent. He was elected an officer in 1939, when he was given full supervision of operations in Connecticut.

Succeeding Mr. Henry, Kenneth D. Gilchrist has been appointed manager for Connecticut. A graduate of Dartmouth, he joined the companies in 1925, served in various departments at the home office and traveled Connecticut as special agent. He is succeeded in that post by Kingdon V. Jackson, who has served in various departments of the home office since 1928, and since 1940 has been examiner for Connecticut.



JULIEN H. HARVEY

Bonding, who served as chairman of the advisory committee of Mr. Harvey's department since it was formed in 1937, spoke in behalf of the insurance business in expressing appreciation of his long service. J. Dewey Dorsett, general manager of the association, and Thomas N. Boate, public safety director and acting manager of the accident prevention department, also paid tribute to Mr. Harvey's effective work, on behalf of the association and his co-workers, respectively. Both the association and the employees in Mr. Harvey's department presented farewell gifts.

Dearborn Presents Plaque

Ned H. Dearborn, president of the National Safety Council, presented Mr. Harvey a plaque commemorating his long service with that organization earlier in his career and more recently his tenure as a member of its board.

Among those attending the dinner were Joseph F. Matthai, U.S.F.&G., president of Assn. of Casualty & Surety Companies; William McKell, American Surety, former president of the association; members of the accident prevention department's advisory committee, and Reginald M. Cleveland, president of Greater New York Safety Council, of which Mr. Harvey was executive vice-president from 1936 to 1938, before he joined the association.

Mr. Harvey abandoned a law career at Kansas City when the traction company there asked him to organize a program to reduce and prevent accidents. It was so successful that in 1916 he helped organize the Kansas City Safety Council and became its first president. National Safety Council requested him to organize the nation's first complete safety program at Rochester, N. Y., in 1918. He was with National Safety Council for nine years, in charge of its organization and promotional activities among local safety councils and as manager of its New York office.

In 1938 he assisted in founding and

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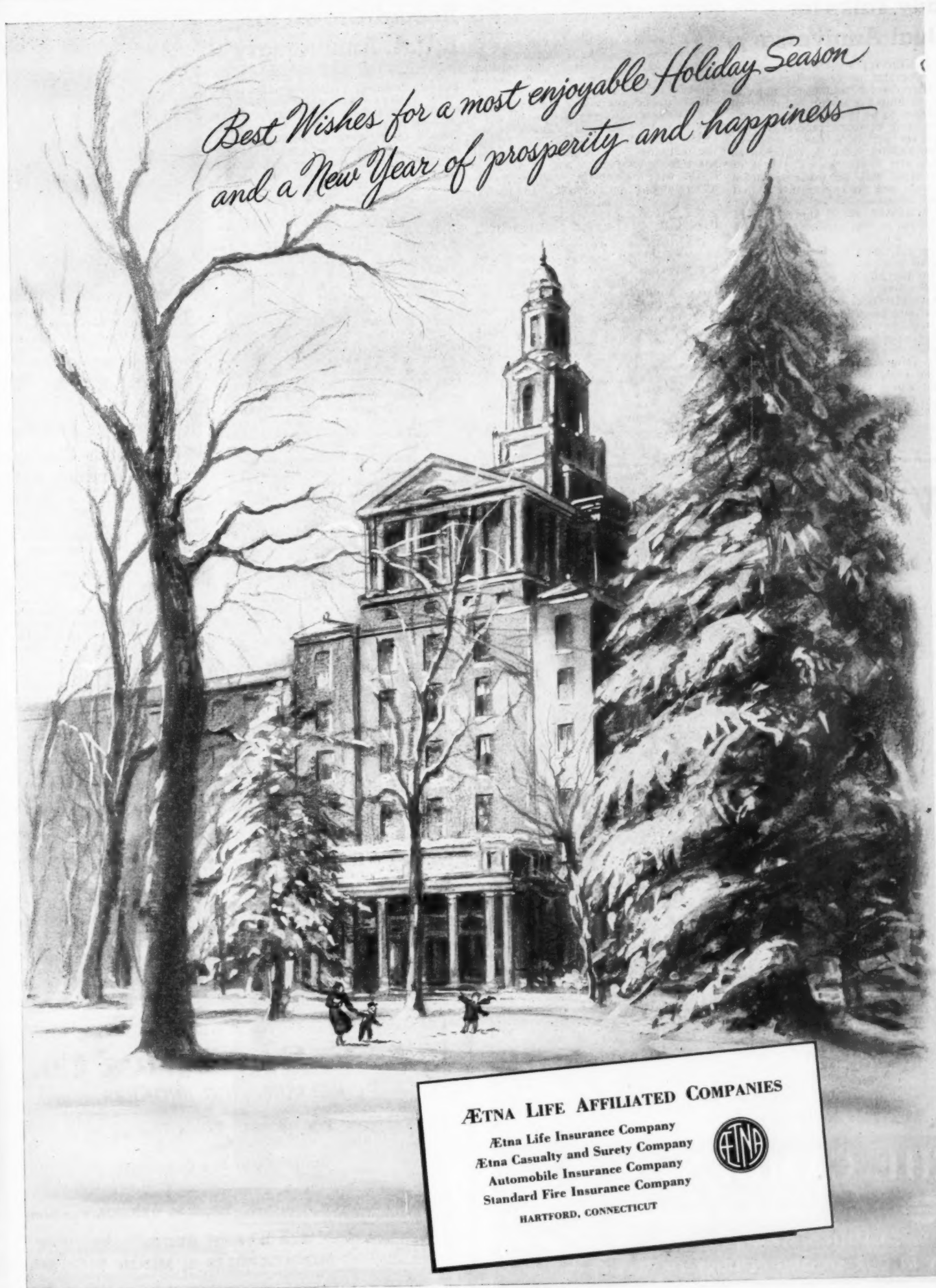
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NATIONAL
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EVENS

*Best Wishes for a most enjoyable Holiday Season
and a New Year of prosperity and happiness*



ÆTNA LIFE AFFILIATED COMPANIES

Ætna Life Insurance Company
Ætna Casualty and Surety Company
Automobile Insurance Company
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Ready Talks for Mutual Anniversary

The anniversary committee in charge of the program for celebration of the 200th anniversary of mutual insurance in the United States is assembling material for speeches to be given in 1952 by mutual fire and casualty representatives. Material for scripts is being prepared for radio and television presentation as addresses and interviews. The first of this material will be made available next month, and the expectation is that the peak demand for it will center around March 25, actual anniversary of establishment of mutual insurance in the U. S.

Six general topics are being explored: History of insurance, with special emphasis on the history of mutual insurance; principles of insurance, with emphasis on differences between principles of mutual and other insurance; relationships between insurance and other fields of human knowledge and activity; dual importance of prevention and loss payment in insurance, with stress on prevention aspects; how insurance functions and where the dollar paid for insurance protection goes, and what people in the insurance business do.

Another highlight of the anniversary celebration will be the "conference on risk," which will be in New York March 26-28. Leading scholars in various fields will appear as speakers, and their conclusions as to the relationship between insurance and other fields of human knowledge and activity are expected to arouse public interest in the topic.

Prevention activities by mutual companies will be stressed in many of the talks. Many of the speakers will explain the activities of insurance personnel apart from production and payment of losses, with the hope of clearing up misunderstandings on the part of the public.

Ins. Co. of Texas Expanding

DALLAS — Two regional directors and nine district supervisors have been appointed in Texas to promote the expanding operations of Insurance Co. of Texas, multiple line carrier controlled by organized labor. Arthur J. Noble, assistant vice-president, will be in charge of the northern half of the state with offices here, and Albert Boggess, Jr., vice-president, will direct the southern area, with headquarters at Houston. District offices will be established at Fort Worth, Austin, Lubbock, El Paso, San Antonio, Corpus Christi and Port Neches.

Record Crowd for E.U.A. Anniversary

A record crowd of 325 attended the annual dinner of Eastern Underwriters Assn. at New York which marked the organization's 25th anniversary. There were no speeches, but the new president, Donald C. Bowersock, president of the Boston, introduced a number of distinguished guests, including members of the eastern agents territorial conference — M. V. V. White, Allentown, Pa.; Howard A. Allen, Burlington, Vt.; R. M. L. Carson, Glens Falls, N. Y.; J. Vernon Coblenz, Frederick, Md.; E. S. Cowles, Jr., Hartford; Dana J. Loud, Northampton, Mass., and H. Earl Munz, Paterson, N. J.

Rating organization heads or representatives were introduced, including B. M. Hermes, Boston; H. D. Rice, New York; L. A. Watson, Newark; E. V. King, Charleston, W. Va.; L. O. Freeman, Jr., Richmond; R. W. Neal, Baltimore; R. H. Mullikin, Philadelphia.

Also on hand were W. W. Sampson, manager Southeastern Underwriters Assn.; J. P. Young, Jr., American, president Western Underwriters Assn.; L. A. Vincent, National Board; H. R. Danford, National Assn. of Insurance Agents; William Leslie, National Bureau of Casualty Underwriters; J. Ross Moore, National Automobile Underwriters Assn.; J. Dewey Dorsett, Assn. of Casualty & Surety Companies; Henry W. Plouquet, Allied Lines Assn.; Harold L. Wayne, Inland Marine Underwriters Assn.; T. D. McCarl, Multiple Location Service Office; A. L. Kirkpatrick, insurance department U. S. Chamber of Commerce; Clarence N. Comegys, Oil Insurance Assn.; F. D. Ross, Factory Insurance Assn.; George Lilly, General Adjustment Bureau; Chris D. Sheffe, retired U. S. manager of London Assurance, and Guy E. Beardsley, retired vice-president of Aetna Fire.

Ridgeway Rate Consultant

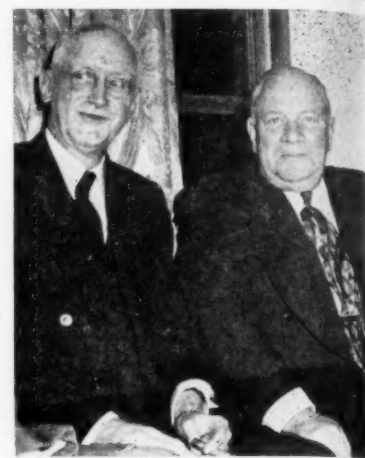
Otto H. Ridgeway, after 25 years with the fire insurance division of the Texas department, has resigned to engage in independent consultant work on rate matters. He will have headquarters in Dallas. Since 1932 he has been supervisor in charge of the Dallas office of the department.

D. C. Groups Hear Dorsett

WASHINGTON — At the Dec. 14 joint luncheon meeting of District of Columbia Assn. of Insurance Agents and D. C. Insurance Managers Assn., J. Dewey Dorsett, general manager Assn. of Casualty & Surety Companies, spoke on the industry's public relations program.

President Vic Schinnerer of D.C.A.I.A. was in charge and Ben Foster, president of the managers' association, introduced the speaker.

Guests included Superintendent Jor-



John C. Evans, Great American, and John R. Cooney, Loyalty group, at Eastern Underwriters Assn. 25th anniversary dinner.

dan, Howard Starling, Washington representative of A.C.S.C.; Lt. Comm. Charles Gilmore, Navy insurance office, and E. M. Saunders, insurance chief rural electrification administration.

Safford Heads Cincinnati Board Nominating Group

CINCINNATI — At the meeting of Cincinnati Fire Underwriters Assn. last week Theodore Safford, past president, was appointed chairman of the committee to nominate candidates for the board of governors. President Arthur M. O'Connell also appointed as members of the committee H. D. Balyeat, W. R. Dignan, A. B. Eckes and H. F. Schottenfels. The new board will elect the president and vice-president.

George Wilson, Cincinnati board representative on Greater Cincinnati Safety Council, introduced Kenneth Miller, executive director of the council.

Oppose D. C. Dept. Shift

WASHINGTON — Insurance interests here are opposed to the D. C. commissioners' plan to reorganize the district government by consolidating the insurance division with many others into a limited number of departments. These interests have opposed similar proposals in the past in legislation introduced in Congress. The new proposal could become effective, however, if approved by the budget bureau and included in a presidential reorganization plan, subject to congressional veto.

Selsor Cleveland Speaker

Fred W. Selsor, manager bonding department Fidelity & Casualty at Cleveland, discussed "The Human Element in Writing Dishonesty Insurance" at a luncheon meeting of Insurance Board of Cleveland.

WE DON'T KNOW

how many big companies you may have in your office, but —



WE DO KNOW

that our agents seem to appreciate a strong medium company which maintains that all-important personal relationship.

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Eagle Star on Loss in Miami Airlines Crash

Eagle Star of London carried full coverage on the Miami Airlines two-engine passenger plane that crashed at Elizabeth, N. J., shortly after taking off from Newark airport, killing 56 persons.

The insurance was written through Aero Associates of New York.

The hull of this type plane is usually insured for about \$100,000. The company carried hull, public and passenger liability and workmens compensation on the crew.

Associated Aviation Underwriters had no trip ticket policyholders on the crash since its policies are not designed to cover trips on non-scheduled airlines. Travel on those airlines is covered in the broad form of policy bought on an annual basis but relatively few of them are in force.

This was the second worst aviation crash in history. All on board were killed.

The president of the airline said his company carried \$50,000 insurance on each seat, with a limit of \$1 million. He said his company had flown 100 million previous miles without an accident.

Detroit Agent's Appeal Attacks Mich. Procedure

LANSING, MICH. — An apparent attempt to contest constitutionality of certain provisions of the Michigan insurance code marked a brief hearing in circuit court here in connection with the appeal from an order suspending the license of Theodore Kelter of Detroit.

Kelter's authorization was revoked for nine months and fines aggregating \$3,525 were assessed by the insurance department several weeks ago after Kelter was held to have issued free binders as an inducement to builders to place business with his office on large construction operations in Detroit area subdivision properties.

Archie Fraser, Lansing attorney representing Kelter, took testimony from Commissioner Navarre, David A. Forbes, former commissioner; William Conley, former special deputy commissioner who heard the Kelter case, and Darlyle Watters, department licensing division director. Questioning centered on the code provision empowering the commissioner to designate special deputies to conduct violations hearings and promulgate orders based on findings.

Fraser has voiced belief the statute if properly interpreted by the department exceeds constitutional limitations relative to delegation of powers by the commissioner in that the commissioner is debarred from modifying penalties assessed by the special deputy. Kelter was denied a rehearing by Commissioner Navarre. Fraser originally maintained that Deputy Conley's findings should have been subject to review, with the final order issued by the commissioner rather than the hearing deputy.

A temporary injunction is in force preventing collection of the fines assessed against the agency pending adjudication of the appeal.

Advance Three Attorneys

Continental Casualty has appointed Rodney F. Wilken general claims attorney. He was formerly claims manager for Allstate, and before that he was with Hardware Mutual for 16 years, rising from adjuster to claims manager. He is a graduate of the University of Wisconsin law school.

The company has also appointed L. J. Locke and N. L. Beck assistant general claims attorneys. Mr. Locke joined the company in 1925 and Mr. Beck in 1922. D. C. Anderson, who joined the company in 1934, was appointed administrative superintendent.

250 Salute Stone On Retirement From Neb. Post

LINCOLN, NEB. — Bernard R. Stone, retiring insurance director of Nebraska, was honored at a dinner held under the auspices of Insurance Federation of Nebraska here Tuesday. There were 250 present. Five minute talks were given by Frank Sullivan of Kan-

sas, president of N.A.I.C.; Henry Moser, general counsel for Allstate; Ford Taft of Wyoming; Chase Smith, general counsel for the Kemper companies; Superintendent Bohlinger of New York; V. J. Skutt, president of Mutual Benefit H. & A.; Robert Dineen, vice-president of Northwestern Mutual Life.

Gov. Val Peterson expressed his regrets on losing Mr. Stone from the department. Director-Designate Lauren Laughlin indicated the difficult job he had in replacing Mr. Stone.

The federation through President E. J. Faulkner of the Woodmen Accident

who was toastmaster presented Mr. and Mrs. Stone with a silver service which was graciously acknowledged by them.

Plan Wis. C.P.C.U. Unit

A meeting for the purpose of organizing a Wisconsin C.P.C.U. chapter was held at the University of Wisconsin in Madison. Harold A. Mielke, Racine, was appointed organizational chairman, and Leonard Henderson, Milwaukee, secretary. A petition was drawn up and will be submitted to the national organization. Officers will be elected as soon as the application is approved.



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Long Service to W.I.B. Is Heralded

Herbert A. Clark, vice-president and western manager of Firemen's was visited in his office Monday morning by a delegation of former officers and members of the old Western Insurance Bureau. They presented him with a marine clock with an inscription composed by Alfred James, chairman of Northwestern National of Milwaukee, in appreciation of Mr. Clark's long period of service and leadership for W.I.B. That organization was dissolved earlier this year and most of the member companies went into Western Underwriters Assn.



The presentation in behalf of the group was made by Charles D. James, president of Northwestern National, who was vice-president of W.I.B. Mr. Clark had been a member of W.I.B. from its inception in 1910 and he had been president since 1935.

Shown at the presentation ceremonies, with Mr. Clark seated are, from left,

A. A. Krueger, executive vice-president of Millers National, who was assistant treasurer of W.I.B.; Charles James, Miss T. L. Magruder, who was secretary of W.I.B.; W. S. Whitford, president of Millers National, who was treasurer of W.I.B.; Lloyd W. Brown and O. B. Brown, second vice-presidents of Firemen's.

Mutual Agents' Steering Group Will Meet Jan. 12

WASHINGTON — President E. F. High of National Assn. of Mutual Insurance Agents has called its executive committee to meet here Jan. 12. It will consider selection of convention cities for 1953 annual and mid-year meetings, a proposal to increase association dues and plans for setting up standard accounting systems for agency offices.

It will also take up plans for obtaining cooperation of mutual fire and casualty companies in issuing policies with renewal provisions in place of the present requirement for new policies, and plans for observing the 200th anniversary of mutual insurance in 1952.

General Cover Men Confer

General cover department men of America Fore from the U. S. and Canada attended a roundup at the head office at New York last week, to confer with DeMott Belcher and other executives.

J. Allen Dawson and George W. Horst have merged their agencies at Indianapolis into the newly formed Dawson-Horst agency.

Court Studies Cook County Deviation of No. America

SPRINGFIELD, ILL. — Following a hearing here, Circuit Judge Crow has taken under advisement an appeal by Cook County Inspection Bureau to an order of Insurance Director Day approving a 10% rate reduction of North America on certain preferred business in Cook county.

North America's contention that it is justified in lowering the rate because commissions paid are smaller than the going scale of other bureau members was upheld in Mr. Day's order. The bureau disputes the data on which Mr. Day based his order.

Jameson Elected President of New York C.P.C.U.

Charles R. Jameson, assistant general manager at New York for Aetna Casualty, has been elected president of the New York chapter of C.P.C.U. Other officers are Eugene A. Toale, National Assn. of Insurance Agents, and Donald Chadwick, Atlantic companies, vice-presidents; Miss Olive Shipman of the Theodore Schramm brokerage firm, secretary, and Walter Strauss of Royal, treasurer. Frederick Flynn, broker; Malcolm Dickinson, North America; Claude Rice, insurance buyer of Babcock & Wilcox, boiler manufacturers, and Melvin Warshaw of the Sidney L. Wolkenberg brokerage firm, were elected directors.

Louisville Agencies Merged

The John M. Hennessy & Son agency has purchased the Burkley & Burkley agency, one of the old-time agencies at Louisville.

CLIFFORD L. BRESEE, 61, local agent at Battle Creek, Mich., since 1919, was fatally injured in a collision of his car and a tractor-trailer while on the way to Three Rivers.

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NEWS OF THE COMPANIES

Paramount Adds \$1½ Million to Capital and Surplus

Paramount Fire has added \$1,500,000 to its capital and surplus through the sale of 50,000 shares of par \$10 stock to present stockholders, including Transamerica Corp., at \$30 a share.

Of the \$1,500,000, \$500,000 was added to capital, making that total now \$1,500,000, and \$1 million was added to surplus.

Maryland Finance Firm Forms Own Insurer

Chesapeake Ins. Co. of Easton, Md., has now been licensed. It starts off with a capital of \$200,000 and net surplus of \$125,000. It is owned by Maryland Credit & Finance Co., and is authorized to write automobile physical damage cover. The intention is to get the company licensed in Delaware, New Jersey, Pennsylvania and Virginia. The officers all occupy similar places with Maryland C. & F. Chairman is John B. Roulston; vice-chairman, F. G. Reiter; president, H. E. Jump; vice-presidents, B. H. Trippe, Jr., and G. E. Holmes, and secretary F. D. Hoyt.

Gulf, Atlantic Premiums Up

Agency premiums written by Gulf and Atlantic of Dallas for the first ten months of 1951 totalled \$11,775,815, an increase of 20% over last year. Net premiums were \$10,910,004, an increase of 16% and earned premiums were \$9,327,062, also an increase of 16%.

Incurred losses and adjustment expenses were \$4,486,324, producing an earned loss ratio of 48%. The underwriting expense was 45% on a written

basis, leaving an underwriting profit margin of 7%.

Increase in unearned premiums was \$1,582,941 and the net investment department income (not counting gain in market values) was \$493,433, an increase of 15% over last year.

Gulf of Dallas has declared an extra dividend of 40 cents a share to bring the total cash dividends for the year to \$320,800 in addition to a stock dividend of \$140,000.

Raise 4 Audubon Officers, Dougherty Executive V.-P.

Four officers of Audubon Ins. Co. of Baton Rouge, La., have been given higher posts. M. S. Dougherty, Jr., secretary and treasurer, has been named executive vice-president. A. P. Cunningham, Jr., assistant secretary, has been promoted to secretary in charge of agency and production activities. Joel P. Ory, comptroller, has been named treasurer in charge of underwriting and internal operations. A. P. Gallinghouse, claims supervisor, has been named assistant secretary in charge of the loss department.

Rees Named Vigilant V.-P.

William M. Rees has been elected vice-president of Vigilant. Since 1948, Mr. Rees has been assistant to Percy Chubb, president of Vigilant, and a member of Chubb & Son, the company's managers. Previous to this he was at Atlanta for Chubb & Son, with whom he has been associated since graduating from Yale in 1937.



William M. Rees

Extra for Reinsurance Corp.

Directors of Reinsurance Corp. have declared a regular dividend of 15 cents per share and an extra of 15 cents per share, payable Dec. 21 to stock of record Dec. 14.

Total dividend payments for 1951 were 45 cents per share, the same amount paid in 1950.

Vorbau Named Auditor

Arthur J. Vorbau has been named resident auditor for the western and southern departments of the Fireman's Fund group, with headquarters at Chicago. He is a graduate of Northwestern University, joined the Fireman's Fund accounting division at Chicago in 1948 and the following year was named chief accountant.

Ohio Inspection Bureau announces these changes in ratings: Paulding 8 to 7; Williamsport 9 to 8; Sugar Creek 8½ to 8.



DeMott Belcher, America Fore, and Charles A. Collin, Phoenix of Hartford, at E. U. A. dinner.

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NEWS OF FIELD MEN

Commercial Union Names D. E. Waggaman Executive Special Agent on Coast

D. E. Waggaman of Denver, state agent in the mountain field, has been called to San Francisco by Commercial Union as executive special agent of the Pacific Coast department. He is a graduate of Dartmouth and has been with the group since 1935, except for army services in Europe. He went to the mountain field from Oklahoma. He will be succeeded there by Fred Radcliffe, formerly special agent at Los Angeles.

W. F. Ficke Joins Excelsior

Excelsior has named Walter F. Ficke as state agent in the New York suburban territory with headquarters at Mamaroneck.

Mr. Ficke started in insurance in 1924 with Continental at the home office and later was with the Hall & Henshaw general agency at New York. Later he

was with Potomac and then with the G. P. Bartenfield agency of New York before going with Providence Washington in the New York suburban territory. He is a past president of Suburban New York Field Club.

Wiggins Great American's Central Ohio Manager

Great American has appointed Lawson H. Wiggins as manager in central Ohio with headquarters at Columbus. He has been with the company in that field for many years.

Robert R. Ragan, Robert Lishka and Bruce A. Jackson have been named to assist Mr. Wiggins. Mr. Ragan received training in the western department office and later served in the Minnesota field as special agent. Messrs. Lishka and Jackson join Great American from Ohio Inspection Bureau.

Great American has made a change in the northeastern Ohio territory, placing Columbiana and Stark counties under the supervision of David Zeiser, manager at Cleveland.

N. Y. Underwriters Makes Shifts in Central West

William A. Mudie, state agent of New York Underwriters in Nebraska, is being transferred to the home office for special work in the development of inland marine business in the eastern department. James F. McLaughlin succeeds him.

Mr. McLaughlin, after training in the home office, served as special agent in eastern Ohio and as state agent in eastern Missouri. He will maintain his headquarters at room 638 Keeline building, Omaha.

Supervision of the eastern Missouri field is being transferred to State Agent O. W. Schowalter, St. Louis. This will be in addition to his supervision of the southern Illinois field.

Show W. U. A. Film in N. D.

North Dakota Fire Underwriters Assn. held its December meeting at Bismarck, Donald J. Neal, assistant western manager of Atlas, and C. O. Young, North Dakota manager of Western Adjustment, were guests.

This was a dinner meeting, with discussion of committee activities and pres-

entation of the W.U.A. film, "Introducing the Policymen." The questions were so numerous that the meeting adjourned just after midnight.

Rolf Rosenlund, state agent of Home, and B. G. McCord, state agent of Agricultural, gave the first showing of this film in North Dakota to the junior and senior students in the school of commerce at the University of North Dakota.

Hall Made Special Agent

B. G. Hall has been named special agent in western Kansas for Springfield F. & M., assisting State Agent C. T. Nichols, with headquarters at Great Bend. Mr. Hall replaces Charles J. Gunther, special agent, who has been transferred to Peoria. He has been in training at the Great Bend office.

Conduct Ala. Agents Panel

Alabama Field Men's Assn. conducted a panel on business interruption coverages at the regional meeting of Alabama Assn. of Insurance Agents at Gadsden. Members were E. G. Darling, Aetna Fire, moderator; W. K. Hughes, Bankers F. & M.; W. T. Coleman, Hartford Fire; Milton Howard, Home; and Everett E. P. Johnson, New York Underwriters.

McNeill Goes to Pittsburgh

Robert W. Forrester has resigned as special agent of Hartford Fire at Pittsburgh to enter the agency business at Rochester, N. Y. He is being replaced by Milton M. McNeill, who has been with Hartford for two years at the home office and has taken its training course.

Mr. McNeill will assist Joseph C. Donaldson in the supervision of Allegheny county and southwestern Pennsylvania.

Root With Fireman's Fund

Fireman's Fund group has appointed Robert W. Root as special agent in Florida with headquarters at Tampa. He has had previous experience in the Florida territory.

Oregon F.U.A. to Elect

Oregon Fire Underwriters Assn. will hold its annual meeting and banquet at Portland Jan. 11.

The association will hold a business meeting in the afternoon, with Ralph E. Swan, Security of New Haven, its president, in charge, followed by a cocktail hour and banquet, with Commissioner Taylor as the honored guest.

Navarre Sees W.U.A. Film

John G. Sharpe, Commercial Union, was in charge of a showing of the new W.U.A. movie, "Introducing the Policymen," before Commissioner Navarre of Michigan and his staff at Lansing.

Burg Honored at Denver

M. L. Burg, Rocky Mountain state agent of Phoenix of Hartford group, was honored by Denver Insurors Assn. last week. Mr. Burg, who on Jan. 1 will join the Covert agency of Billings, Mont., was the recipient of what is intended to be an annual award by the agents for outstanding contribution to the insurance business. He was given the award for his work in public relations. He was director of the Mountain States public relations committee last year and is given much of the credit for the impetus behind the promotion in the territory of the "Mountain Method," an adaptation of the program sponsored by Western Underwriters Assn.

The occasion for the award was the

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annual dinner dance of the agents at Lakewood Country Club. There was an attendance of about 200 with James M. Kellett, retiring president, in charge.

Joint Christmas Luncheon

SAN FRANCISCO—Lt. Col. A. J. Gilliard of the Salvation Army spoke at the joint Christmas luncheon of San Francisco Blue Goose, Insurance Post of the American Legion and Fire Underwriters Forum.

The luncheon is traditionally dedicated to the memory of the late John Schively, for years wielder. This year, however, the meeting also served as a memorial to Frank J. Agnew, legislative representative of the National Board and a life member of the pond, who died last week.

NEW YORK

NATIONAL BOARD VETERANS ELECT

One new member was inducted into the 25-year club of National Board at the annual meeting at New York. She was Mary E. Fraser, who is in the actuarial bureau. Paul B. Sommers, former president of American and of the National Board, was the only honorary member present.

The officers of the club were reelected. They are: President, W. E. Mallalieu; vice-president, R. C. Dennett, and secretary-treasurer, Lillie McAndrews.

National Board's 25-year club is the oldest in the fire insurance business and has a membership of 58.

HANLEY HEADS AUTO MEN

New officers were elected at the December meeting of Automobile Underwriters Club of New York. Outgoing president E. J. Debentheusser, America Fore, thanked the officers and members for their cooperation and interest.

Elected to office were P. F. Hanley, Commercial Union, president; F. G. Holzhauer, Royal, vice-president; D. A. Wills, Hanover, secretary, and F. H. Buck, American, treasurer. W. Ziegler, Jr., and James Strain, Yorkshire, were elected to the executive committee for one-year terms, and Mr. Debentheusser and Stanley Cowman for two years.

BOARD OF TRADE SECTION ELECTS

The annual meeting of the insurance section of New York Board of Trade featured the election of four new members of the executive committee and the officers for the coming year, and the traditional reception for the membership tendered by the executive committee.

The new executive committeemen are Waldo Hatch of John C. Paige & Co.; D. J. Lyons, Guardian Life; Rodney Piersol, Alexander & Alexander, and Julius L. Ullman, W. L. Perrin & Son. All present executive committeemen were reelected.

Officers elected by the executive committee are Robert H. Nichols, secretary of America Fore, chairman; Ashby E. Bladen, vice-president Aetna Fire, vice-chairman; Walter D. Owens, president, U. S. Casualty, representative on the directorate; Harry F. Legg, secretary-treasurer.

Schiff, Terhune & Company, New York brokers, have appointed William M. Turner comptroller.

CHICAGO

INSTALL "OLD GUARD" MEMBERS

The America Fore "Old Guard" of the Chicago office held its annual reception and dinner last week.

Vice-president E. A. Henne presided as toastmaster and welcomed current new members into the "Old Guard" with the presentation of wrist watches, insignia of the order, and personal letters of greeting from President F. A. Christensen.

The new members who were guests of honor are Miss Fay B. Stingle, Edward L. O'Rourke and Donald C. Campbell, all with the western department Chicago office.

The "Old Guard" membership of the western department now totals 209 and there are more than 1,000 members country-wide. Arrangements were in charge of Assistant Secretary A. G. Gabrielsen.

NAME INTEGRATION COMMITTEE

A committee has been appointed to study the integration of insurance courses offered by various Chicago organizations. At a meeting some time ago it was agreed that insurance education could be made more effective by dividing it into three levels, such as elementary or grade school, high school, and college. It also was indicated that such a program would help eliminate duplication as well as bridge educational gaps in mechanics and engineering.

The committee consists of W. G. Dithmer, assistant manager of Western Underwriters Assn.; W. W. Hamilton, manager of Chicago Board; R. M. Babbitt, Jr., of Joyce & Co., who is active in Chicago C.P.C.U. work; J. J. Ahern, Illinois Institute of Technology; Robert J. Mehr, University of Illinois; R. L. Davis, Assn. of Casualty & Surety Companies; Benjamin Richards, retired manager of Underwriters Service; W. F. Kuffel of the Kuffel, Eggert & Co. agency, and D. P. Skaer, assistant manager of Cook County Inspection Bureau, all governors of Chicago Insurance Institute.

KNIGHTS HAVE ANNUAL JOUST

Knights of the Round Table, an organization of top level western executives, held its annual joust at the Union League Club in Chicago with A. F. Powrie, retired western manager of Fire Association, presiding. Knighted at the meeting were B. M. Butler, secretary and general manager of Western Adjustment, and George Craig, western farm manager of Home.

Wisconsin Mutuels Elect Theo. Schmidt President

MILWAUKEE—Theo. Schmidt, Kewaskum Mutual, vice-president and previously for many years secretary of Wisconsin Federation Mutual Insurance Companies, was advanced to president at the annual meeting here. He succeeds Charles Van deZande, Campbell-sport Mutual, who has served two terms. Robert Barber, West Bend Mutual, was named vice-president and Theodore Stickle, Furniture Mutual, Milwaukee, was reelected secretary.

Robert Jacobs, Citizens Mutual, Janesville, was selected as a director to represent the federation on the board of

Wisconsin Mutual Insurance Alliance. Nominated to represent the mutuels on the management committee of the Wisconsin Fire Insurance Rating Bureau were Gary H. Kamper, Badger Mutual, Milwaukee, and Mr. Stickle.

Lloyd Yaudes, public relations director of Mutual Insurance Alliance, spoke on current matters. The education committee reported progress in the first year course of the winter workshops now being conducted at Madison, La Crosse and Eau Claire, and the more advanced second year course at Milwaukee. Green Bay, Oshkosh and Sheboygan now getting under way. These

schools are directed by James Lichty, University of Wisconsin school of commerce, with a faculty composed of 1752 Club field men. A series of one-day spring regional educational meetings is also contemplated.

Gossinger Now a V.-P.

Frank J. Gossinger has been elected vice-president of Byrnes-McCaffrey agency of Detroit. He has been with the agency for 11 years, most recently as assistant treasurer. Mr. Gossinger is vice-president of Michigan C.P.C.U. chapter.

1806

1861

1871

1872

1915

Significant Dates in Insurance History

These dates in the history of America's insurance business mark the founding of a company which serves the public today. In the years that followed, each company became a member of the London & Lancashire Group — an organization of strength and dependability serving policyholders throughout the world.



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EDITORIAL COMMENT

Christmas — Period of Friendship Revival

Charles M. Cartwright, former editor of the National Underwriter who died Nov. 28, was the author of a Christmas editorial that appeared in 1946. The sentiment is timeless and it comes quite suitably, we think, as our Christmas editorial five years later:

After all when we estimate the value of all our possessions, physically and spiritually, we will find that our friends head the list in the inventory we make. Christmas holidays have some subtle and yet strong influence bringing friends more closely together. During other times we may meet them, rejoice at the opportunity to mingle with them and yet, during the days of Christmas they take on glamour somewhat divine.

A man who has made a friend is to be heartily congratulated. There is something strangely human in a friendship. Staunch and loyal friends draw out of us finer qualities. There is an inspiration in a good friend. It moves

us to try and do more for others.

Our circle of friends should create for us our earthly paradise. Whatever befalls us after our earthly career, we can contribute much toward the creation of a heavenly abiding place right here on earth. What we want in any heaven is our friends.

In days when the earth frowns, when the skies are dark and times are hard and we are much distraught, we find much solace in knowing that our friends want to do something for us. That, after all, is the basis of our friendship benign.

In this Christmas era, somehow or other our friends have a stronger appeal. We see them in their glory and we appreciate more strongly the ties that bind. The highest emotions arise in us and we reach out our hand to shake the hand of a friend.

And so to all friends—good health—good luck—good days—good wishes—good times and good ties that bind!

Impact of Tax and Inflation Spree

A suggestive example of how the inflationary spiral coupled with voracious taxes hits the third party liability insurers is that of an industrial concern that we heard about the other day which is in the 82% tax bracket. This firm is in a large part a self-insurer. The management called in the lawyers the other day and told them to go out and settle all the outstanding damage claims and not to be too fussy about the price. Of course the lawyers didn't have to be told by the officials of the corporation that under this generous policy Uncle

Whiskers is financing 82% of these settlements.

That sort of thing can be contagious. Friends of claimants will be conditioned to think of personal injury settlements as falling in a new and higher bracket and the fat is in the fire. The casualty companies are a long way from the excess profits tax bracket; as a matter of fact they would be delighted to have the kind of a year that would require them to pay any federal income tax at all. Yet they can't escape the impact of the tax and inflation spree.

PERSONAL SIDE OF THE BUSINESS

William F. Perry, secretary-treasurer of Peerless Casualty, received a bouquet of roses from the Demotic Club, social group of that company, in commemoration of his 80th birthday.

Mr. Perry entered insurance with the agency at Keene founded by his father, C. B. Perry, in 1890. Later the C. B. Perry & Sons agency was formed by William Perry, his father and his brother, Walter G. Perry. This agency was sold in 1910 and Mr. Perry went with Peerless Casualty, which became a stock company at that time.

Fred W. Sovereign, local agent at Port Huron, Mich., has been named governor of the 221st district of Rotary International. This district includes a portion of Ontario in addition to eastern Michigan.

John R. Cooney, president of Firemen's and also of National Board, is the outstanding Irishman of New Jersey for 1951. This was by vote of the

St. Patrick's parade committee. He was guest of honor at the Christmas luncheon party of that organization at West Orange. Mr. Cooney also was recently cited by New Jersey region of National Conference of Christians & Jews as one of the three New Jersey leaders who distinguished themselves in the cause of brotherhood in that state.

Insurance Director J. Edward Day is to serve as master of ceremonies for the Christmas program which Gov. Stevenson of Illinois is giving for the children of the Springfield area at the state armory Saturday morning. This runs from 9 to 11 a.m. Such a party has been given by the governor of Illinois for the past 14 years.

William H. Rodda, secretary of Transportation Insurance Rating Bureau, is now back at the office for a short time each day after having recovered from pneumonia. Mr. Rodda was hospitalized for a few days but has recovered rapidly

and expects to be on a full-time basis soon.

Raymond H. Siegfried, head of the R. H. Siegfried agency of Tulsa, has been named a Knight of Malta and he will be inducted into the order in New York in January.

The family of Wendell H. Stevens, vice-president of Fred S. James & Co. at Chicago, was selected "family of the week" by the Wheaton (Ill.) Junior Chamber of Commerce. Mr. Stevens has two sons and a daughter, and six grandchildren. One of his sons, W. H. Stevens, Jr., is superintendent of the company's casualty department.

DEATHS

Frank J. Agnew Dies Following Auto Accident in N. Y.

Frank J. Agnew, 73, for 40 years legislative representative for fire companies on the Pacific Coast and since 1940 in direct charge of those activities for National Board, died at New York from injuries received in an automobile accident there.

Mr. Agnew started with a local agency at Oakland at the age of 18 as a solicitor-clerk. In 1897 he was appointed northern California special agent of Pennsylvania Fire, continuing until that company joined the North British group. He was for four years with Northern Assurance in that field, handling public relations assignments and becoming recognized as one of the most successful production men on the Pacific Coast.

Long With Fireman's Fund

In 1921 he became special agent of Fireman's Fund and it was during his long service with that company that his talents and abilities in making friends, handling the complexities of large risks and presenting the position of insurance to legislators and other business interests and groups became increasingly recognized.

In 1927 he was advanced to agency superintendent and was given many additional responsibilities in legislative work on the coast. In 1929 he was elected assistant secretary and gradually his public relations contact and legislative work increased to a full-time activity. In 1940, after a leave of absence, he joined National Board full time, established its first separate public relations office in San Francisco. He won the respect and affection of opponents as well as legislators, city and state officials. It was said that he knew personally, and often as close friends, practically all of the members of the California legislature during most of his active years. His 55 years of active insurance work made him the oldest fire insurance man, in point of active service, in San Francisco executive circles. Funeral services were held Monday at El Paso, Tex.

EUGENE H. HURST, 47, manager of the Chicago branch of Hartford Steam Boiler, was found dead at his home at Downers Grove, Ill. His family was away and he had apparently been dead of heart failure for some hours

when he was found. Mr. Hurst was an engineering graduate of Johns Hopkins. He started with Hartford Steam Boiler in 1936 as special agent at Richmond. He became manager of the Detroit branch in 1942 and had been Chicago manager since 1943.

FREDERICK B. LUCE, who retired as president of Providence Washington in 1946 after a span of 54 years in the fire insurance business in the middle-west and east, died at Providence last Saturday at the age of 78. He had been an invalid for some time. His daughter, Mrs. Jane Hobart of Evanston, Ill., who



F. B. LUCE

incidentally, at one time for a number of years was librarian of the Chicago Insurance Library, was with him at his death. He enjoyed unusual popularity during his active years.

Mr. Luce was born at Alpena, Mich., and entered the insurance business in 1892 with the old Phenix of Brooklyn. Then he went with Western Factory Insurance Assn. for a year or so. In 1894 he became a special agent of Palatine, traveling in a number of middlewestern states. In 1899 he went with Phoenix of Hartford as Illinois state agent. He continued in that position for 15 years and then he was transferred to Massachusetts as special agent and later became general agent in Massachusetts and Rhode Island for seven years.

Mr. Luce returned to the west in 1921, this time as western manager of Providence Washington and during the same year Virginia Fire & Marine appointed him as its western manager. Then in 1928 he went to the head office of P.W. as vice-president and the year before his retirement he was president of that company.

He served in 1924-25 as president of the old Fire Underwriters Assn. of the Northwest, and he was a president of the old Illinois State Board. He had also been chairman of the executive committee of New England Exchange.

JOHN L. FOX, 75, founder and president of First National Casualty, Fond du Lac, Wis., A. & H. insurer, died there after a short illness. He had been in the insurance business since 1900. With Franklin Life for a number of years, he founded First National Cas-

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Murst was an
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Steam Boiler
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Washington
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ality in 1908 and held the controlling
stock in it. A son, Leo J. Fox, is vice-
president of the company.

WALTER L. SMITH, SR., for many
years with Pennsylvania Lumberman's
Mutual Fire, died at Philadelphia
after an operation.

EDMUND A. WARD, 55, president
of American District Telegraph, the
Western Union affiliate that provides
fire and burglary protection through
electrical systems, died at his home
in New York City.

After early service with Western
Union, Mr. Ward became secretary and
auditor for A.D.T. in 1921 and vice-
president in 1929. He was elected pres-
ident and a director in 1946 after serving
as executive vice-president. He was
president of Central Station Fire Pro-
tection Assn.

GEORGE W. CASEY, 78, died at Den-
ver. Until his retirement about three
years ago he was the owner of the Stick-
ley agency at Leadville, Colo. He entered
the employ of that agency in 1890.

Another French Mission Scheduled

As a result of the E.C.A.-sponsored
mission of a group of French insurance
men to the United States last summer,
an organization has been formed in
France known as the action committee
for productivity in the insurance busi-
ness. It has raised money for a second
mission of French insurance experts to
come to this country and study U. S.
methods.

The leader of last summer's mission,
Georges Tattevin, was in New York
recently making arrangements for the
second mission. He is general manager
of La Confiance, Compagnie Generale
d'Assurances, and Le Patrimoine.

Reprint Willett Classic

Now available in its first reprint is Dr.
Allan H. Willett's "Economic Theory
of Risk and Insurance," first published
in 1901.

This classic is available from the
University of Pennsylvania Press, Phil-
adelphia, for \$2.25.



George Duxbury, retiring U. S. man-
ager of North British (right), and W. L.
Nolen, his successor, shown at the E. U. A.
meeting.

Fire Losses Up 7.7% in November

Fire losses for November were \$60,-
060,000, up 7.7% over November, 1950,
according to National Board.

Losses for the first 11 months were
\$663,199,000, up 6.7% from the first 11
months of 1950.

New Reinstatement Clause Effective Dec. 20 in N. J.

Fire Insurance Rating Organization
of New Jersey has issued a revision in
its rule on reinstatement. Effective Dec.
20 the automatic reinstatement of loss
clause previously used is abrogated and
the following clause may be attached to
property damage and time element
policies:

"Loss clause—Any loss hereunder
shall not reduce the amount of this
policy."

The clause eliminates necessity of
unearned premium insurance, the bu-
reau notes and such insurance in effect
may be cancelled prorata.

Blommer Milwaukee Chief

Frank Blommer of Massachusetts
Bonding has been elected president of
Surety Underwriters Assn. of Milwau-
kee. Thomas Roberts of American
Surety is vice-president and Robert
Miller of Maryland Casualty, secretary.

STOCKS

By H. W. Cornelius, Bacon, Whipple &
Co., 135 So. LaSalle, St. Chicago
Dec. 18, 1951

	Div.	Bid	Asked
Aetna Casualty	3.00	87	89
Aetna Fire	2.25*	51 1/2	53
Aetna Life	2.50*	78 1/2	80 1/2
American Alliance	1.50*	28 1/2	30
American Auto	2.00	37	40
American Equitable	1.50	24 1/2	26
American (N. J.)	1.00	21	22
American Surety	3.00	50	52
Boston	2.65*	62	64
Camden Fire	1.15*	20	21
Continental Casualty	2.50*	62 1/2	64 1/2
Fire Association	2.60	56 1/2	58
Fireman's Fund	1.60	55	57
Firemen's (N. J.)80	22	23
Glens Falls	2.40*	51	53
Globe & Republic80	12	12 3/4
Great American Fire	1.50*	33 1/2	35
Hanover Fire	1.60	33	34 1/2
Hartford Fire	3.00*	132	135
Home (N. Y.)	1.80	35	36 1/2
Ins. Co. of North Am.	2.50*	73 1/2	75
Maryland Casualty	1.00	19 1/2	20 1/2
Mass. Bonding	1.60	25 1/2	27
National Casualty	1.50*	27 1/2	30
National Fire	2.50*	58	60
National Union	1.60	35	36 1/2
New Amsterdam Cas.	1.50	31 1/2	33
New Hampshire	2.00	38	40
North River	1.20	29	31
Ohio Casualty	1.20	65	Bid
Phoenix, Conn.	3.00*	81	83
Prov. Wash.	1.50*	27 1/2	29
St. Paul F. & M.80	32 1/2	34
Security, Conn.	1.60	30	32
Springfield F. & M.	2.00	43	45
Standard Accident	1.60	34	35 1/2
Travelers	14.00*	602	610
U. S. F. & G.	2.00	51 1/2	53 1/2
U. S. Fire	1.40	41	43

*Includes extras.

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its activities in Fire and Allied Lines of Insurance in this country,
the company has designated Miami as United States headquarters and
has named Mr. Joseph Weintraub, United States Manager.

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WSB Submits Group Control Criteria to Stabilizer Putnam

Plan Close to Labor, Public Report Stands at Final Hurdle

The wage stabilization board has adopted health and welfare benefit control regulations that authoritative sources say will result in more insurance being sold than if no controls were imposed. Actions on pensions is still pending, probably until after Jan. 1.

At press-time the situation was that the proposed regulations were in the hands of the WSB legal staff for last-minute polishing before being sent to Roger Putnam, the economic stabilizer, whose approval is necessary before they can become effective.

It is understood that the regulations will set up standards that plans are not supposed to exceed. If an employer wants to adopt a plan or make modifications within those standards he can file his plan with the WSB and if it makes no adverse decision within 30 days he can consider it approved. If its pattern does not lend itself to measurement by the standards or is not clearly within them, it would be necessary to get affirmative approval.

Concern Over Blue Cross

Some concern has been expressed by insurance people about the regulations being slanted in favor of Blue Cross hospitalization plans. However, it is reliably reported that great care has been taken to see that there is no bias in favor of either Blue Cross or insurance company plans.

It is reported that the regulations come a lot closer to the virtually uncontrolled plan backed by the labor-public majority on the tripartite panel than to the employer members' minority recommendations. The regulations are said to open the way to nationwide patterns of benefits with ostensible federal endorsement. There is some fear that a good many smaller employers may be forced out of business through being under pressure to meet benefit levels geared to big employers and higher-income areas.

It is anticipated that some special action may be taken with respect to the log-jam of plans that have been submitted for approval. One method might be to let the time they have already been filed count toward the 30 day waiting period.

It is understood that probably pension regulations will require more individual approval than health and welfare plans and that the waiting period will be somewhat longer, because of the greater complexity of pension plans and the longer time needed by the WSB staff in checking them.

Bankers Indemnity Western Base Is Now Rockford

The western department of Bankers Indemnity which has been located at Chicago is now being transferred to Rockford, Ill., which is the western headquarters of American, the parent institution. The Chicago unit will be a service office along with the rest of the American group activities there. John B. Munson has been the western manager at Chicago.

Bay State Casualty P.R. Organization Is Expanded

Steps were taken at a gathering at Boston to enlarge the scope and basis of representation of the public relations organization in Massachusetts that is called the Casualty Insurance Companies Serving Massachusetts. It was announced that this undertaking that was originally sponsored by the four major Massachusetts casualty companies, is now the joint enterprise of stock and mutual companies writing more than 95% of the automobile and compensation business in the state.



Charles E. Hodges

\$800,000 Shortage in Ala. Bank

U. S. F. & G. through the Tucker Insurance Agency of Thomasville, Ala., had an \$800,000 blanket bond on Thomasville Bank & Trust Co., where, according to newspaper reports, there is a shortage of \$800,000. The bank examiners report that the president — J. Moody Drinkard, 47, and the cashier — Mrs. Myrtle N. McCrory, 48 — managed to hide the shortage by keeping a separate set of books. Also involved is W. P. Stutts, 45, head of a lumber company.

According to bank examiners, Drinkard and Mrs. McCrory had illegally extended at least \$803,000 in credit to Stutts over the last 4½ years. The investigator said Stutts periodically increased a huge overdraft on his account and that two bank officers secretly extended him bank funds to cover the overdraft concealing their operation by means of a false set of bank records which were shown to auditors and examiners.

The shortage was discovered, it was said, after W. Stuart Symington, R.F.C. administrator, had asked the department of justice to investigate apparent irregularities in a large R.F.C. loan to a lumber company there. Senate sources indicated that arrests had resulted from a tip to FDIC by a special senate investigation sub-committee.

John O'Connor, the executive secretary, made a comparison of the unfavorable press that the insurance companies had two years ago and the generally favorable treatment that is accorded the insurance company situation today.

Charles E. Hodges, president of American Mutual Liability, presided at a luncheon gathering. At a business meeting, the board of governors was increased from four to 10 companies. The original four were the Massachusetts companies—American Mutual, Employers Liability, Liberty Mutual and Massachusetts Bonding. The additional members of the board are Travelers, National Surety, Merchants Mutual Casualty, Lumbermen's Mutual Casualty, National Grange and American Automobile.

Eye Ohio Private "Comp" Possibility

Casualty companies are watching with interest progress of informal planning sessions said to be under way in Ohio. Private forums have been held looking to possible legislative action in 1953 to permit carriers to enter in competition for workmen's compensation lines.

Some segments are reported wary of opposition from several important Ohio manufacturers.

Lumbermens Bond Covers Sherrill, N. Y., Bank Loss

Lumbermens Mutual Casualty has the bond on First National Bank of Sherrill, N. Y., where bank officers have uncovered a \$50,000 shortage. Auditors are making a complete investigation. C. C. Beck, assistant cashier of the bank, resigned when the loss became known. New York Casualty had this bond until some months ago and may come in for a share of the loss if the discovery period hasn't expired, its loss depending on the amount of the loss attributable to the period when it carried the risk.

William W. Cook, who has been claim representative at West Palm Beach for Standard Accident, has been promoted to claim manager at Miami.



Harry F. Ogden, Fidelity & Guaranty; Frank W. Franzen, Loyalty group; Kenneth B. Hatch, Fire Association, and J. Scott King, America Fore, at the E. U. A. anniversary dinner.

Bigger Volume Squeeze Expected on Casualty in '52

Premiums for 1951 Will Apparently Be at Least 10 to 15% Above 1950 Level

Casualty companies apparently will end up the year with at least 10 to 15% more premiums than in 1950, depending on whether they are still writing all lines in all territories. Some companies have cut their commitments by territory or line considerably and there will be more than usual variations from the average this year. Volume also depends to some extent on how much new automobile business a company accepted in states that this year put financial responsibility laws into effect. Texas joins the procession Jan. 1, and that is adding to the general casualty volume.

Even companies writing at the same old stand are cautious about taking on new agencies, and this has had the effect of reducing the apparent volume of "new" business. New business includes business that simply is moving around, which accounts for about 80% of a company's so-called new business, ordinarily. Actual new ventures apparently have dropped off since the beginning of the fall, at least in some territories.

Rate Increases Being Felt

The fact that casualty companies do not take floating business as readily as in the past gives the impression that new business is dropping off. Apparently this is not actually the case except for the decline in new ventures. The big increase in premiums is presumably coming from increment and increase on old business. In addition, companies writing automobile now are beginning to get in some of the rate increases that went into effect during 1951. Increased payrolls have added to the premium volume.

There is not much effect from increased limits, according to observers, either in automobile or general liability. One company noted that when it shifted all business from 5/10 to 10/20 B.I. limits in New York, under the change in law there mid-year, only about 25 to 30% of its business was affected; in other words, from 70 to 75% of its insured already carried 10/20 limits or higher. The dollars taken in with this shift did not represent a big amount.

With the rate increases now in effect, and the very strong possibility that the compensation rates will increase from now on, where they have not done so, the rate of rise in premium volume will undoubtedly be accelerated in 1952. There may be more pressure on companies on account of unearned premium reserves next year than there has been this year. One underwriter noted that W.C. retrospective lines have been experiencing rising losses; they are now costing so much more on the loss side that such losses are finding their way into the rates.

Hearing Again Deferred

WASHINGTON — On request of company representatives, court hearing on the temporary injunction against Superintendent Jordan's order revoking license of American Fidelity & Casualty was continued until from Dec. 17 to Dec. 20.

J. G. Thumley Enters Local Agency Field at Macon, Ga.

James G. Thumley has resigned as vice-president of Millers National and Illinois Fire, to enter the local agency business. He is becoming a partner in the Davis Insurance Agency at Macon, Ga. He has been with Millers National since 1937 and has been vice-president for the past three years. He is a graduate of North Central college of Chicago.

New D. C. Insurer

WASHINGTON—License has been issued here to First Security, an auto physical damage insurer organized by local capital. Morton Wilner is counsel and has been named secretary.

Ohio Mutuals to Celebrate

Ohio mutuals have formed an organization to arrange a celebration of the 200th anniversary of the founding of mutual insurance in the United States. J. Wallace Huntington of Mill Mutuals, Columbus, is chairman of the committee and other members of the committee are C. L. Mitman, Springfield; K. G. Rhode, Wooster; L. H. Jones, Mansfield; Albert C. Hawes, Cincinnati; Benjamin G. Sager, Cleveland; E. F. High,

Columbus, M. L. Landis, Van Wert; James R. Moore, Columbus; L. M. Dunathin, Shelby; John Thomson, Cincinnati, and Cade Shulenberg, New Bremen. Mr. Huntington also will serve as treasurer and Mr. Moore as secretary. Present plans call for a statewide banquet at Columbus March 25. It is expected that about 500 persons will attend.

Black Joins Mair & Co.

Ralph A. Black, former fire and auto manager for Penn Liberty at Chicago, has been named vice-president of Clarke F. Mair & Co., Chicago agency. He entered the insurance business in 1919 with the Chicago Board, has been a special agent for the Cook County Inspection Bureau, was Cook county manager of Northern Assurance and was Chicago manager of William Penn Fire of Philadelphia. In 1950 he became a department manager for Penn Liberty. Paul C. Dever has been appointed controller for the agency company.

New Pa. Tax Bill Signed

HARRISBURG, PA. — Gov. Fine has signed the blanket 2% insurance premium tax bill retroactive to Jan. 1, 1951.

All insurers come under the new act. Out-of-state companies now pay 2%

premium and up domestic casualty, marine, fire and excess reinsurance stock companies 8 mills. Pennsylvania life companies, mutuals and beneficial associations would be included under the new tax.

A bill to exempt beneficial associations and restore stock company exemptions so that in effect they could qualify for the 8 mill rate is before the lower house. It would allow stock companies up to 60% premium tax exemptions for corporation taxes paid the state.

R. K. Nelson to Boston

Robert K. Nelson has become Kansas state agent for Boston. He is a graduate of University of Kansas and was four years with Oklahoma Inspection Bureau, five years with National Fire in Missouri, and most recently has been 1½ years with Fire Association in Missouri. He is a war veteran. For the time being his office will be at Kansas City, but later he will move to a more central location.

His father is N. K. Nelson, Kansas state agent of Great American, who is one of the deans in that field.

Miss Eleanor Southgate is now associated with the J. Southgate & Son agency at Durham, N. C.

Lumber Mutual Casualty New Head Is D. T. Kelly

D. T. Kelly has been elected president of Lumber Mutual Casualty of New York, and William F. Dowling has been elected vice-president and general manager. Mr. Kelly succeeds the late Thomas M. Silver.

Mr. Kelly helped organize the company in 1914 when he was named chief counsel. He joined Manhattan Life in 1919 as casualty consulting attorney, resigned in 1940 and rejoined Lumber Mutual in 1940 as vice-president.

Mr. Dowling started in 1915 with Liverpool & London & Globe. He joined Lumber Mutual in 1925 as chief accountant, was named assistant treasurer in 1931 and was elected to the board in 1949. He is a C.P.A. and chairman of the technical committee on insurance companies and agencies accounting of the New York state Society of C.P.A.'s.

Casualty Accountants Name A. W. Morgan New President

A. W. Morgan, Glens Falls Indemnity, was elected president of Assn. of Casualty Accountants & Statisticians at its annual meeting at New York. Peter H. May, Maryland Casualty, vice-president; John C. Barrows, American Surety, treasurer, and George D. Moore, secretary.

Among topics discussed were proposed changes in the expense exhibit, calls for experience under assigned risk plans, status of the proposal of a uniform synopsis of the annual statement for publication, uniformity in examination of multiple line companies, method of calculating the reserve for loss adjustment expense, etc. The group now has a membership of 86 stock casualty companies with 195 representatives.

William F. Roembke, general manager Allied Lines Assn., is recuperating from an operation at the Lenox Hill Hospital in New York City.

Early Florida vacationers from Chicago fire insurance executive ranks who have already returned are Hugo La Rue, secretary of America Fore, and Walter A. Harvey, assistant secretary of Great American. Mr. LaRue made his base at Lake Worth while Mr. Harvey favored Sarasota.

Lloyd E. Barber, who has been 15 years with Underwriters Adjusting, is now entering the general contracting business at 2326 Harrison street, Kansas City. The firm is Burnsworth-Hudgens-Barner Construction Co.

Keith D. Skelton has purchased the interest of Roy F. Owen in Roy F. Owen-Skelton Co., adjusting firm of Eugene, Ore. The new name is Keith D. Skelton Claims Service.



John A. North, Phoenix of Hartford, and W. S. Vanderbilt, Hartford Fire, at E. U. A. gathering.

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"Why son, I'll still be earning my keep when this old year is history . . . and I'll be on the job for several years to come. Speaking of a job, more and more people are continuing to work at the older ages and WE ALL NEED INCOME PROTECTION."

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Season's Greetings

Another holiday season is at hand — and we figure it is time we paused long enough to tell you how much we have enjoyed doing business with so many fine folks like yourself.

Your understanding and patience have helped and encouraged us to keep right on trying to be better and to do better in the hope that you will be with us for many more years to come.

You have our good wishes for every happiness at Christmas, and Good Health, Good Fortune and Prosperity in the New Year.

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Day Notes Surplus Line Violations on Casualty Risks

Director J. Edward Day of Illinois has bulletined surplus line agents calling their attention to the regulations promulgated by the department for surplus line business in May, 1951. Mr. Day says that many of these regulations are not being complied with, and that before taking action against individual agents he is again calling attention to

the requirements of the law.

There are four violations with regards to casualty risks noted in the bulletin, which is concluded with the statement that the department intends to make additional examinations of the operations of surplus line agents.

According to the bulletin, a recent investigation by a department examiner shows that casualty risks have been offered only to companies which are known generally to refuse such business as a matter of company policy. In other words, the bulletin says there was no bona fide attempt made to place the risk with an authorized company.

No record is kept in the office of sur-

plus line licensees evidencing what effort, if any, was made to place individual risks with authorized companies as required by the regulation.

In several cases such affidavits as were on file were incomplete, were signed by persons not licensed as agents or brokers, and there were some instances where the affidavits showed an offer of the risk to less than three companies represented by firms other than that of a surplus line licensee.

Complaints have been received that certain risks placed in surplus lines were later placed with authorized companies without difficulty and at lower rates.

Want 'Comp' Review Board in N. Y.

A proposal to set up a workmen's compensation court of review to put the glass on questions of fact decided by the New York state workmen's compensation board has been advanced by Associated Industries of New York State, Inc. This was coupled by the charge on the part of this group that the board decides all questions of fact in favor of the claimant even when the weight of the evidence is on the employer's side. On this Miss Mary Donlon, chairman of the compensation board, got her dander up and declared it is "one of those broad statements that are not true." She insists the record will show the claimants are favored in only about 40% of the cases.

Joseph R. Shaw of Associated Industries said that these alleged automatic decisions for the claimants produce compensation costs in New York that are the highest in the nation and that are still rising. He said it is a matter of grave concern to employers and keeps new business out of the state.

Court of Review Bill Expected

Shaw and S. J. Stone, Buffalo attorney, said Associated Industries expect to have a court of review bill introduced in the forthcoming legislature. It will provide for the members to be appointed for 14 year terms by the governor and get \$25,000 a year.

"Experience has shown that this untrammelled power to decide facts results in injustice and inequity," Mr. Stone declared. "A solution can be reached only through alteration of the board's philosophy in deciding facts. Since the board will not change this philosophy, we are proposing legislation, the effect of which we believe will be to cause such a change."

Miss Donlon said that a proposal to set up a court of review to consider questions of facts already had been recommended by a joint committee headed by Lee B. Mailler, assembly majority leader.

Shaw and Stone cited the Associated Industries survey indicating that New York employers pay \$1.50 per each \$100 in payroll for compensation. This compares with the next highest rate of 99 cents which is that of Massachusetts.

Charlotte Agents Elect

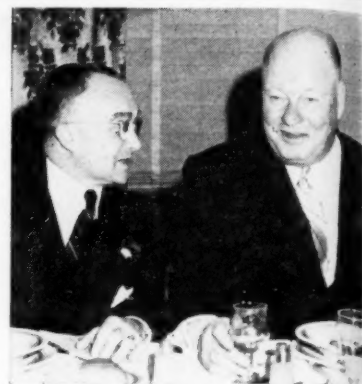
E. Fred McPhail has been elected president of Charlotte (N.C.) Assn. of Insurance Agents, succeeding Neill D. Whitlock, who became a member of the executive committee. McAlister Carson, Jr., is vice-president and George Wadsworth, secretary.

Two Racine Groups Elect

Officers of Racine (Wis.) Insurance Board were reelected at the annual meeting. They are John Batenburg, president; Hertel Saugman, vice-president; Dewey Liegler, secretary.

Racine County Assn. of Insurance Agents, meeting at the same time, elected Francis May, Burlington, president; Matt Keefe, Jr., vice-president; Mr. Liegler, secretary.

A discussion of auto damage appraisal was led by E. J. Reidl.



John Glendening of Home, and H. W. Miller, Commercial Union, shown on the dais at the E. U. A. anniversary dinner.

National Surety Advances Soriero and Three Others

National Surety has transferred Calvin A. Soriero from Washington, D. C. to Columbus, O., where he will supervise offices at Columbus, Akron and Cincinnati and the general agencies in Cleveland. Mr. Soriero joined National Surety in 1939 as a field representative in the western states. He was transferred to the home office as assistant agency manager and after two years in the navy, was appointed manager in Washington.

Francis E. Pastor, chief underwriter at Washington has been appointed manager there. Mr. Pastor was first employed as a clerk in the burglary department in 1937. After four years in service, he was graduated from the home office training program and assigned to Washington.

George F. Texido has been named superintendent of the contract division of the surety department in the home

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PERSONAL LIABILITY

✓ Common law has long held a person responsible for injury to another which results from that person's negligence. The liberal attitude of today's juries puts your client "on the spot".

✓ Recognizing the need for COMPLETE liability protection for the individual, the "Shelby" pioneered the development of Comprehensive Personal Liability insurance. Today there is still a distinct advantage in the broader coverage of a "Shelby" policy.

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AMERICA'S OLDEST MULTIPLE LINE CASUALTY MUTUAL



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The Zurich-American Companies are prepared to help you publicize your agency and sell more effectively. One unique promotional feature is a series of more than 50 safety and health films which can be shown before community groups—offering a splendid means of making new contacts.



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Conscientious agents recognize their moral responsibility to support community traffic safety programs. Zurich-American films will enable you to provide practical help—as well as increase your agency's prestige.

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We write every practical form of Life, Accident, Health, Hospitalization and Medical Expense Insurance.

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office. Mr. Texido originally joined National Surety in 1921 and stayed for five years. He returned to National Surety in 1934. Alfred J. Maier has been made assistant superintendent of the contract department. He has been with National Surety since 1923.

Boiler, Machinery Rate Increases Are Generally Approved

At a hearing in North Carolina on an increase in direct damage boiler and machinery rates proposed by National Bureau of Casualty Underwriters, Academy T. O. Carlson said the bureau hopes to have countrywide approval of the rate proposal within a few weeks. About half the states already have notified the bureau of their approval. None except North Carolina called a public hearing.

Commissioner Cheek took the proposal under study and said his decision would be made soon. The specific increases sought are 24.7% in boiler object rates and 18.3% in machinery object rates, with the increases varying by classifications.

Mr. Carlson said the impact of inflation is directly responsible for the filing. He estimated the revision would increase annual premiums in North Carolina by \$120,000 and in the country by \$6 million. The inflated economy has boosted both inspection and damage costs, he said, so that an increase of 22.6% is indicated although only 20% is sought. The bureau is not asking for consideration at this time of an increase in the profits and contingencies factor from 2.5 to 5%. This proposal now is under study by a committee of N.A.I.C.

Five-Year Results Reviewed

From 1945 through 1949, the last year for which detailed experience by individual classifications is available, Mr. Carlson said the companies recorded direct damage losses of \$21,946,816 and inspection costs of \$25,771,616, against earned premiums of \$89,877,782. A survey of the continuing trend upwards in inspection and damage costs, by use of overall experience for 1950 and part of 1951, showed that a 20% increase "is amply justified," he added.

There was no opposition at the hearing. It was devoted primarily to questions put by the commissioner and his staff, mainly as to technical details, and the answers given by Carlson and Frank Harwayne, his assistant.

E. B. Pease of Boston, vice-president and secretary of Mutual Boiler, appeared on behalf of an independent filing made by his company, which asks the same percentage increases.

Maloney Bars Holiday Gifts

Commissioner Maloney of California has advised all companies and licensees under the jurisdiction of the department that, in accordance with the code of ethics recommended by Governor Warren, no holiday gifts may be accepted by the commissioner or employees of the department. Mr. Maloney said there would be no exceptions to this rule.

Points Out Needful Market

Although school districts are not liable for personal injuries, there is a possibility of legal liability on the part of school directors in Oregon. This is the gist of an opinion by Carey Martin of Dusenberry, Martin & Schwab, legal counsel for Oregon Assn. of Insurance Agents. He believes there is strong reason for a school district to carry public liability insurance covering directors.

The opinion states that while "it appears from the holdings of the supreme court that directors would not be liable for negligent acts of their agents or employees, yet it also appears that they individually might be liable, for either

hiring an incompetent person to do the work which caused the injury, or for the director's own negligence if he actually directed or supervised the work which caused the injury. There are several cases which indicate that a director who himself acts negligently in doing the school district business would be individually liable for such negligence."

Maryland Casualty Dividend

Maryland Casualty has declared a 50 cent semi-annual dividend on the

common stock payable Dec. 30 to stock of record Dec. 20. The dividend was raised to that figure at the time of the last distribution.

Schooler to American Ind.

Paul J. Schooler has been appointed by American Indemnity as special agent for southwest Texas with headquarters at San Antonio. For many years Mr. Schooler was with the Coleman & Co. general agency of San Antonio, and more recently was with American.

Car & General Gets Out of Ill. Dramshop Field

Car & General has quit writing insurance under the Illinois dramshop liability law. The lion's share of this business goes to London Lloyds but there are half a dozen or so companies still in the field including Citizens Casualty and Highway Mutual Casualty.



DISASTER often means Lost Opportunity

These 3 typical cases show why...

THE young home buyers paid fire premiums with their mortgage, but discovered too late that the policy covered only the lender's interest.

The up-and-coming executive insured his house but lost heavily through storm damage on the uninsured, rain-drenched contents.

The retired folks paid up their mortgage but lost their investment through fire insurance based on yesteryear's market values.

Chances are, these people didn't heed their agents' advice. Today more than ever, it's im-

portant that insurance men help their clients see and grasp the opportunity to protect themselves through adequate coverage. Your clients' insurance opportunities are *your* business opportunities.

Follow these three simple rules to help prevent such disaster losses in your community:

1. Sell proper insurance to value.
2. Sell extended coverage with fire.
3. Sell contents insurance . . . or when values justify, sell the personal property floater.



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Safeguard your preferred clients' Workmen's Compensation and Public Liabilities by insuring with Coal Operators Casualty Company. Take advantage of C. O. C. C. personalized services and specialization—teamwork that adds up to profitable business for you and savings in man-hours, accident frequencies and litigation costs for your client.

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COAL OPERATORS CASUALTY COMPANY
GREENSBURG, PA.

Moser Promulgates Poem of Anguish

Henry S. Moser of Chicago, general counsel of Allstate and author of the Moser amendment, can always be



HENRY S. MOSER

counted on at Christmas time to issue a topical poem on an insurance subject and sure enough for Christmas, 1951, he has promulgated anguish in verse touching on the plight of the automobile underwriter. Mr. Moser says:

The year's increase in frequency
Inflation skyward went
And severity ascendancy
Caused surplus vanishment.

To prevent our liquidation
With usual reticence
We sought states' approbation
To increase our rates by cents.

Our supporting information
Required (?) by the laws
They said lacked confirmation
Some doubts required pause.

Did we calculate loss ratio
By solar parallax
Cube the sextant by Horatio
And add our premium tax?

Did we square our total losses
Subtract our premiums pure
Add the mean of our neuroses
Plus cost to reinsure?

Nick, relieve the situation
And bring my friends so true
Merry days—less regulation—
A happy fifty-two.

* (?) Not a printer's error.

Auto Liability Rate Hikes Approved in North Carolina

RALEIGH—The first increase in North Carolina liability rates on private passenger and commercial vehicles since Nov. 22, 1948, has been approved by Commissioner Cheek, exactly as proposed by North Carolina Automobile Rate Administrative Office. Private passenger B.I. rates go up 7.7%, and P.D.L. rates are raised 25.2%. Commercial vehicle B.I. rates go up 3% and P.D.L. rates are increased 24.2%.

In announcing his approval, the commissioner sharply reminded motorists that they can expect increasing rates unless they do something about the high accident rate in North Carolina.

Hear N.B.C. Commentator

Merrill Mueller, radio commentator and foreign correspondent for N.B.C. addresses Aetna Life Men's Club at Hartford Dec. 20 on "Changing Headlines Around the World."

Adjustment Course at De Paul

A basic course in investigation and adjustment of casualty claims is to be given for lawyers and adjusters at DePaul University college of law beginning Feb. 5 and running through June 4 at the DePaul building, Chicago.

The course covers the fundamentals of all kinds of insurance, investigation, application of law, determination of

damages, settlements.

Joseph W. Griffin, who is with the law firm of Hanson & Doyle, will conduct the classes. He has been in insurance law for 18 years as a company man and practicing attorney.

Fight Mo. Charitable Institution Bill

ST. LOUIS—About 150 are expected to attend a meeting at the St. Louis Chamber of Commerce Thursday afternoon to discuss Missouri house bill 502 that is designed to remove the statutory immunity of charitable and non-profit organizations and political subdivisions to the extent that they may be protected by liability insurance. This bill passed the house Dec. 7 and has gone to the senate.

The Thursday meeting is to be attended by representatives of hospitals, infirmaries, orphanages, schools, non-profit organizations, etc.

There was a meeting on this last week at the insurance department with Superintendent Leggett and member of his staff and the liaison committee of Missouri Assn. of Insurance Agents accompanied by B. G. Gregory of St. Louis, the executive secretary. Mr. Gregory insisted that such a law would not be in the public interest. He said under such a statute litigation would be encouraged and this would impose a defense burden even on institutions that are not insured. He went on to say that probably evidence of insurance would be permitted in the trial of a suit against such an institution, whereas against a private interest this is not permitted.

Verdicts Would Run High

Since the juries would know that an insurer would be paying the bill, the verdicts would run toward the high side.

For a time at least, the presence of such a statute might discourage all institutions affected from carrying insurance. This would mean that they would be disregarding the reason for such insurance as may now be carried under the present indemnity statute.

This could very well be but the first step in the ultimate aim of removing completely all statutory immunity from such institutions.

If such a statute should be enacted and charitable institutions should discontinue insuring altogether, no purpose would be served. The upshot might very well then be a drive to remove entirely all immunity.

In any event, such legislation would

casualty, fire
automobile and surety
reinsurance

catastrophe
excess of loss
treaty and specific

Specialty covers including:

steam boiler excess
fleets, motor cargo
aggregate excess

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cause an increase in insurance costs to the institutions and the predictable increase in claims frequency and investigation expenses, coupled with the disadvantages to the defense, before any result in progressive increase in premium rates.

Mr. Gregory said it has always been possible for such an institution to obtain liability insurance denying the insurer the right to its statutory immunity except upon the express consent of the charitable organizations.

Auto P.D.L. Rate Increase in Mass. Is 30%

An increase of 30% in automobile property damage liability rates is to be put into effect Jan. 1 by the casualty companies in Massachusetts. This is entirely aside from the compulsory insurance program which is applicable only to the bodily injury liability. The 30% increase is for private passenger cars. The increase for commercial vehicles averages 21.7% and there is a proposed 30% increase in garage liability rates.

The Boston Herald on Dec. 14 had an editorial on this rate increase captioned "Crowding the Drivers" saying that the cost of operating an automobile is becoming intolerable. "A multitude of taxes and fees, more and larger toll roads and bridges, higher repair costs and soaring insurance premiums are putting a luxury price on what is for the mass of America a necessity."

This newspaper takes pains to absolve the insurance companies of blame, saying it is useless to attack the insurance companies. The insurance business, the editorial states, is competitive and any company that thinks it can, may charge less. Both the number of claims and the cost of settling them have increased sharply. Between 1946 and 1950, the number of claims increased almost 98% while the number of insured cars increased only a bit over 73%. Counting the proposed increase, the cost of property damage will have increased in six years by 94%.

Inflation Not Entire Answer

The editorial states that while this springs partly from inflation, that is not the entire answer. Taxes have increased much more than inflation would justify. There are proportionately more accidents. The cost of repairs has increased because of the design of cars, the lack of standardization of parts and the growing practice of replacing defective parts rather than repairing them.

"This should indicate some of the things motorists should demand. They should demand that manufacturers produce cars that can be repaired cheaply, with parts standardized for various makes. They should demand that car owners be required to pay only a fair share of taxes, not treated in a class with jewelry, tobacco, liquor and parimutuel betting. They should insist that accident-prone drivers be barred from the highways or made to pay a larger share of insurance and highway safety costs. And they should themselves redouble their efforts for safe driving."

Form Council of Insurance Associations at Los Angeles

LOS ANGELES—With representative officials of 18 local insurance associations in attendance, Council of Insurance Assns. has been formed here as the outcome of a preliminary meeting held late in November.

Harvey C. French, Glens Falls Indemnity, president of A. & H. Managers Club, was elected temporary chairman; Mark S. Trueblood, Union Central Life, president Life Underwriters Assn. of Los Angeles, was chosen vice-chairman and Claude J. Beatty, Fidelity & Casualty, president Casualty Insurance

Assn. of Southern California, was elected secretary.

A constitution was tentatively adopted, with the understanding that amendments be presented at the next meeting in January. Membership is confined to the two top officers of each association, the membership to be on an individual basis and to continue so long as the member continues in office, passing to the new heads when they qualify.

The constitution provides that the body take no public stand on any issue nor will it lobby for or against any legislation, but may solicit action, after discussion, by the various associations.

The meeting for final organization has been set for Jan. 15.

Denver C.P.C.U.s Reelect

All officers of Rocky Mountain chapter of C.P.C.U. were reelected at the annual meeting at Denver. L. Allen Beck is president; W. Rex Kerr, vice-president.

The meeting was also something of a farewell party for M. L. Burg, who has resigned as state agent of Phoenix of Hartford at Denver to become associated with the Covert agency of Billings, Mont.

Plaintiff Attorneys' Tax Considerations Delay Settlements

With the advent of the Christmas season claim departments are busy making as many settlements with claimants as possible. This is an old tradition. The idea is that the claimant would be glad to have money at this time of the year and moreover he is more likely to be in an amiable mood and affected by the holiday spirit.

A lot of this work has been done and is still going on this year, but the tax situation and general prosperity is crossing up the claim man at some points. That is because most of the plaintiffs' attorneys have had such a prosperous year that they don't want to make any more fees in 1951. Just one manager of the claim department of a medium sized branch at Chicago said he has personal knowledge of three cases in his files that could otherwise be settled pronto but have to be put off in deference to the income tax preferences of the plaintiffs' attorneys.

In general, the fact that the plaintiffs'

attorneys are so well off tends in itself to make the claim settlements more expensive. In the days when the attorneys had to stake claimants to living expenses until settlement was effected, there were times when the attorneys were under such financial pressure that they wanted to close out as many cases as possible. Now, by and large, the attorneys prefer to wait. They have all the income they want in the light of the income tax and so long as inflation seems to be the order of the day, they feel that the longer they wait, the more the claims will be worth.

Here and there the tax situation is having a little different effect. There are attorneys that are in such high income tax brackets that they are giving the claimant a break and accepting a lower fee than they are accustomed to charging.

Endorse Va. Safety Program

RICHMOND—Directors of Virginia Assn. of Insurance Agents have endorsed the Virginia advisory legislative council's recommendations on highway safety in their entirety, according to J. Davis Ewell, Jr., of Gibson, Moore & Sutton, chairman of the association's accident prevention committee.

HIGH SPOTS IN HISTORY



MAINE SOLD FOR \$6,000

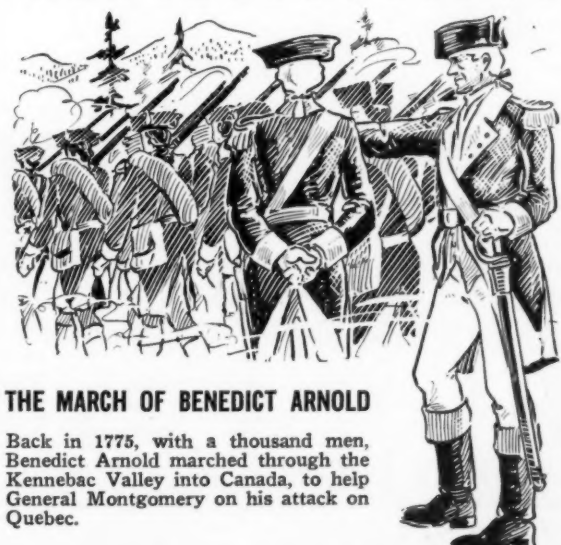
Back in 1677 the heirs of Ferdinando Gorges, who had been given the land by the Great Council of New England, sold Maine to Massachusetts for about \$6,000.

26: MAINE



CENTER OF SHIPBUILDING

Early in the 1600's the people of Maine started building ships. Before the Revolutionary War ships built at Bath were sold to France, Spain and other countries. The first four-masted schooner and first steel sailing vessel were built here.



THE MARCH OF BENEDICT ARNOLD

Back in 1775, with a thousand men, Benedict Arnold marched through the Kennebec Valley into Canada, to help General Montgomery on his attack on Quebec.

ALSO A HIGH SPOT

. . . . is when an agent joins Hawkeye-Security & Industrial. These companies are proud of the prompt and equitable settlement of claims . . . the fact that there is no red tape in dealing with agents . . . that every sales aid is given the agent . . . and a sincere group of field representatives are always at the agent's service. No wonder the trend is to Hawkeye-Security & Industrial.

HAWKEYE-SECURITY INSURANCE CO.
INDUSTRIAL INSURANCE CO.

Des Moines, Iowa



CHANGES IN CASUALTY FIELD

Indemnity of N. A. Makes Three Managerial Changes

Indemnity of North America has made three managerial changes:

William P. Arnold, Jr., manager at Boston, will become manager of the Philadelphia metropolitan department.

John Dwinell, assistant manager at Boston, will succeed Mr. Arnold Jan. 1, and Walter C. Libbey of the Boston office has been promoted to assistant manager.

Mr. Arnold graduated from Harvard and after service in the navy joined Indemnity as special agent at Boston, becoming assistant manager in 1948 and manager in 1949.

Mr. Dwinell after graduating from Harvard joined North America as special agent at Boston in 1940 and after service in the head office returned to Boston in 1946, becoming assistant manager there in 1949.

Priest General Counsel of Massachusetts Bonding

Benjamin B. Priest has been named to the newly created position of general counsel of Massachusetts Bonding. Gaston, Snow, Rice & Boyd continue in their capacity as corporate general counsel to the company.

Mr. Priest for six years has been connected with Insurance Federation of Massachusetts, serving as general counsel and manager since 1947. He graduated from Yale and from Harvard law school, and started his career with the Boston law



B. B. Priest

firm of Hale, Sanderson, Byrnes & Morten. He served in the Massachusetts senate and spent two years in the navy.

Currie, Wolf in Casualty Posts with Crum & Forster

Richard C. Currie is now in charge of the casualty claim department of Crum & Forster. He received his early training with American Mutual Liability, was several years with Ohio Casualty, and after service in the navy went to the Glens Falls group home office as supervisor of the claim department, where he remained five years.

Richard Wolf has been placed in charge of casualty underwriting. He was for some years with the Employers group, part of that time as superintendent of underwriting at Newark. He was home office superintendent of underwriting of American Casualty for a while, and then went with Century Indemnity at New York.

Worden, Sanders Promoted

American Mutual Liability has appointed Russell C. Worden as branch sales manager for Green Bay, Wis. He joined American Mutual in 1946 at Detroit.

Gerold S. Sanders has been named branch sales manager for Omaha. Mr. Sanders joined American Mutual in 1947 at Manhattan.

United Pacific Ups Four

United Pacific has appointed Fred M. Ginder, recently promoted to manager of the Wilshire branch at Los Angeles, as assistant secretary. He has been with the company for 14 years.

Robert A. Burns, who has been claims manager at Salt Lake City for seven years, has been appointed manager there. He started with the company in 1941.

F. A. Chapman has been assigned to Los Angeles as office manager of the Wilshire branch, and Albert S. Dorsey has been named assistant office manager at San Francisco.

Warner, Myers Transferred

Robert E. Warner, casualty special agent in Oregon for National Fire group, has been transferred to Oakland, taking charge of the casualty business hitherto supervised by B. T. Myers, who has been transferred to Denver.

Mr. Warner trained at San Francisco, starting with National in 1946. Two years later he was transferred to the Oakland office, and in 1949 was made Oregon special agent.

Mr. Myers will now supervise casualty and surety operations in Wyoming, Colorado and New Mexico.

COMPANIES

Travelers Again Airlays Summary of Year

Travelers will sponsor "Voices and Events: 1951" from 5 to 6 p.m., Sunday, Dec. 30, over the NBC radio network. Presented for the second year, the program will review news events of 1951, including Gen. McArthur's return to the United States, the war in Korea, the Kefauver hearings, and Princess Elizabeth's visit to the U.S.

Employees Buy Big Block of Carolina Casualty Stock

RALEIGH, N. C.—Shepard Broad, president of Carolina Casualty, announced that a group of employees has purchased a block of about 100,000 shares of the company's stock.

The purchase was made from Seymour Rubin of Bay Harbor Island, Fla., for approximately \$300,000. With the sale, Mr. Rubin severed active connection with the company. He and Mr. Broad had teamed since 1949 in holding the controlling interest in Carolina Casualty, which has 350,000 shares of stock outstanding.

Offers Insurer for Sale

J. Raymond Kenney, the New York securities dealer who specializes in out-of-the-way bank and insurance company stocks, is offering by mail 280,000 shares of a southern casualty company that he said has 350,000 shares and was founded in 1943. He is offering this at \$2.75 per share.

Phoenix of Hartford has declared a quarterly dividend of 75 cents a share payable Jan. 2 to stock of record Dec. 10.

Pan American Casualty of Houston has been licensed in Colorado, and now is operating in eight states.

ASSOCIATIONS

N. Y. Burglary & Glass Assn. Elects; Changes Constitution

Burglary & Glass Insurance Assn. of New York has adopted a new constitution limiting membership to persons engaged in burglary and glass underwriting and the claim divisions of insurers and rating bureaus.

Thomas G. Buckley, Sun Indemnity, is the new president. Vice-presidents are Robert Crosley, Loyalty group, and James Grant, Fidelity & Deposit; secretary, Ethel J. Corbett, National Bureau; assistant secretary, Lucille Strickler, Maryland Casualty; treasurer, Thomas Crowe, Bankers Indemnity, and assistant treasurer, Thomas F. Wheelahan, Hartford Accident.

The executive committee consists of George Strassenreiter, Maryland Casualty; Kenneth Edgar, U. S. F. & G.; Frank J. Spearman, Employers Mutual Casualty; Jacques R. Mainzer, London & Lancashire Indemnity, and Peter Laterza, New England Casualty.

Mountain States Assn. Elects

DENVER—Mountain States Casualty & Surety Assn. has elected R. R. Dickinson, Maryland Casualty, president; Orville Moore, Loyalty group, vice-president; Roy C. Lundberg, Standart & Main, secretary. The executive committee is composed of the officers and A. J. Reed and T. T. Wilson.

Lawyer Talks on Negligence

LOS ANGELES—Steve Grogan, attorney, who is a member of Casualty

*Bituminous
serves
the Agent*

Specializing in
workmen's compensation
and all lines of liability coverage

**BITUMINOUS CASUALTY
CORPORATION**

ROCK ISLAND



ILLINOIS

"CHECK YOUR AGENCY PROBLEMS
HERE," SAYS BOS'N DAN...

ANCHOR COVERS EVERY SITUATION



"TAKE A TIP," SAYS BOS'N DAN, "and start enjoying the time-saving convenience of Anchor's Multiple Line facilities—one Company, one Service, one Answer. Profit-wise they can't be beat!"

SEE YOUR ANCHOR MAN FOR COMPLETE DETAILS OR WRITE

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COMPANY**
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Insurance Adjusters Assn. of Southern California, at its meeting reviewed a number of interesting decisions on negligence and insurance.

The association voted to become affiliated with the new Council of Insurance Associations just formed.

Michigan Group Opposes Installment Premium Plans

LANSING, MICH.—The executive committee of Michigan Assn. of Insurance Agents, at a meeting here went on record as strongly opposed to installment premium plans for property insurance. Their stand was based on a recently completed poll of the membership which revealed a heavily preponderant sentiment against such plans, with the small minority favoring them recommending that they be utilized only on a minimum premium of not less than \$50.

It was announced that the annual mid-year session of the state association will be held at the Sheraton-Cadillac hotel (formerly Book-Cadillac) Detroit, Feb. 21-22. F. Loren Rogers, Ontonagon, president of the Upper Peninsula association, also announced its meeting will be held at Escanaba May 23-24.

The committee agreed on launching an educational program for the benefit of both the public and the association's own membership in opposition to compulsory automobile insurance. It was decided that the association should reinforce its efforts in behalf of highway safety with other safety groups in a concerted effort to attack this problem in every practical way.

Waldo O. Hildebrand, association secretary-manager, reported the state organization's membership had reached 448. Commissioner Navarre spoke at the luncheon, reviewing current problems under departmental study.

Mich. to Ask Bond Bids

LANSING, MICH.—Hale Brake, state treasurer, has announced that surety companies are to be asked to submit bids for blanket bonds to meet statutory bond provisions affecting various state employees.

Two proposals are to be submitted, one providing for an over-all bond and the other for bonds by departments. This proposal was advanced by Robert F. Steadman, state controller, in the wake of recent discussion of a proposed self-insurance plan for bonding state employees.

Mr. Steadman has said that bond premiums cost upwards of \$50,000 a year but surety men close to the state's bond picture believe this figure is much too high. Mr. Brake said a survey made several years ago placed the premium cost of individual bonds at about \$27,900. His own bond is for \$300,000.

Extra Pay for Employees

The Aetna Life companies have announced "additional compensation" for their 10,000 employees. Those who joined the organization before Jan. 1 and Oct. 1 will receive an equivalent percentage of their earnings. The additional compensation, which is limited to \$500 per employee, will be paid Jan. 24.

The Cashen-Wood agency at Genoa, O., has been sold to J. Max Kornrumpf of Toledo.

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OTIS CLARK, President

Complete Facilities in
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ACCIDENT

Lincoln National Enters A. & H. Field

Lincoln National Life will enter the accident and health field the first of the year with four noncancellable, guaranteed renewable to age 65 disability policies, and a special coverage featuring two commercial accident and health policies with life insurance in one package.

Of the four disability policies, one will provide total disability income for as long as 10 years if the disability results from sickness, and for life if the result of accident. The other three policies provide sickness coverage for periods of 60, 36, or 15 months with an option of lifetime accident benefits at an additional premium. Waiting periods range from 14 to 90 days for sickness coverages, and from first day to 190 days on accident protection. Hospital benefit riders providing additional income while hospitalized may be added to any of the four plans.

Additional Accident Policies

The company will also issue three new noncancellable guaranteed renewable accident policies that are similar to the accident and health policies, but provide accident indemnity only. Benefits are from 30 to 60 months, or for life. The hospital benefit rider may be added to these contracts also. The policies are nonaggregate and nonprorating, and will be sold on a level premium basis with waiver of premiums after 90 days.

Of the two commercial accident and health policies to be sold with a life contract, one provides accident benefits for life, and sickness indemnity for two years with a waiting period of 14 days on both coverages. The other has a limit of two years on accident benefits and one year for sickness with a seven-day waiting period. The hospital benefit rider is available on both policies at an additional premium.

Old Line Life Brings Out New Line of A. & H. Policies

MILWAUKEE—At the annual meeting here of general agents of Old Line Life, an entirely new line of A. & H. and hospital policies was presented by Paul A. Parker, agency director.

Particular care was taken to simplify the language, using as far as possible non-technical terms. The new policies mentioned are incontestable after two years; provide world-wide coverage, out-patient hospital benefit, 31-day grace period and accident coverage for varying periods from five years to lifetime.

Standard provision 16 has been eliminated and a variety of surgical benefits is available. Except for 10-months for maternity, there are no waiting periods under the hospital policy. Some of the policies do not require house confinement. Under sickness policies, the initial waiting period is reduced to 14 days.

In the "life line" policy, A. & H. has been made an attractive package deal with life insurance. It features a two-year sickness benefit with choice of first, seventh, 15th or 29th day coverage, and has no house-confining requirement.

Erlsten Columbus Speaker

Columbus Assn. of A. & H. Underwriters met Monday. L. J. Erlsten, Hoosier Casualty, Canton, president of the Ohio association, was the speaker.

Chicago Treats Orphans

Chicago A. & H. Assn. sponsored a Christmas party Tuesday for 100 Children of Guardian Angel Orphanage and Norwegian Lutheran Children's Home. This affair has become one of the most outstanding of any association activity in the city.

The boys and girls were treated to



Picture of a

WESTERN SURETY AGENT

There are approximately 8500 of them—
all happy and contented.

Our aim—that there never shall be a
better bonding company than the Western
Surety Company.

WESTERN SURETY COMPANY

ONE OF AMERICA'S OLDEST BONDING COMPANIES

175 West Jackson Blvd.
Chicago, Illinois

1700 Commerce St.
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Sioux Falls
South Dakota

21 West 10th Street
Kansas City 6, Mo.

luncheon and a full afternoon of professional entertainment. Santa Claus distributed several gifts to each child, including baseball mitts for the boys and dolls for the girls. The association also sent a large supply of candy and cookies to each home for those who were unable to attend.

Albert H. Wohlers, Youngberg-Carlson, association president, as toastmaster kept enthusiasm at a high pitch. Catherine Meade, Loyalty group, was in charge of arrangements.

H. & A. Conference Holds Regional at New York

The regional meeting of H. & A. Underwriters Conference at New York last week drew about 65 company men from the eastern territory.

Talks were given by E. J. Faulkner, Woodmen Accident, on the conference program; William deV. Washburn, American Health, on hospitalization insurance; C. O. Pauley, managing direc-

tor of the conference, on the new uniform standard provisions law; Robert H. Rydman, conference assistant general counsel, on state legislation, and C. C. Fraizer, general counsel, federal legislation and civilian war risk insurance.

In the afternoon Mr. Faulkner discussed agency developments in A. & H., and James E. Powell of Provident Life & Accident talked on insurance for overage risks and Oscar Ewing's government plan for old age hospital insurance. John H. Miller of Monarch Life discussed medical insurance including catastrophe coverage.

Wisconsin Agents Confer

Wisconsin agents of Massachusetts Protective and Paul Revere Life participated in a one-day sales conference at Milwaukee, sponsored by General Agents A. K. Perego, Milwaukee; A. A. Rakow, Green Bay, and Francis Quade, Wasau. Company men on the program were Robert Hallock, Jr., vice-president in charge of central and western agencies, and Frank Benton, group agency supervisor.

Hear Washburn at Richmond

William deV. Washburn, president of American Health, addressed Richmond (Va.) Assn. of A. & H. Underwriters Dec. 14 on "Trends in Hospitalization Insurance."

William Meehan reported on plans of the association to promote voluntary insurance.

N.A. Accident Advances Two

Lew F. Gras has been appointed general agent at Denver for North American Accident. He has been in insurance since 1935, and for six years has served as assistant agency director of North American's eastern division.

Succeeding Mr. Gras is William Sahm, who began his career with North American in 1950 following his graduation from Northwestern University. He has worked in the A. & H. claim department.

Christmas Party at Wichita

Kansas Assn. of A. & H. Underwriters held its Christmas party at Wichita Dec. 17 with Rev. William A. Hubbard, pastor of the College Hill Methodist Church as speaker. A collection was taken for the Christmas Clearance Bureau.

Sterling Appoints Dellorto

Sterling Illinois agency at Chicago has appointed Joseph J. Dellorto vice-president in charge of training and sales development. Mr. Dellorto joined the company in 1947. In 1950 he was appointed manager at Decatur, Ill., and later became manager for the Chicago south side. He is a veteran.

Rose Heads L. A. Managers

Officers elected at the Christmas Party of A. & H. Managers Club of Los Angeles are: President, Milton L. Rose, Paul Revere Life; vice-president, Howard Nevinen, Washington National; secretary-treasurer, Charles Wise, Continental Casualty; director (to fill vacancy), Walter E. Mast, Continental Assurance.

Time Insurance Co. of San Antonio, organized last year, which is now writing life insurance, will enter the A. & H. field Jan. 1.

Knight Lists "Deposits" to Agent's Success Account

A record attendance greeted Harland L. Knight, agency vice-president of Paul Revere Life and Massachusetts Protective, featured speaker at the December luncheon meeting of Cincinnati Assn. of A. & H. Underwriters. He discussed "Deposits to Your Accounts" with an admixture of humor that won an understanding acceptance of the points he outlined as being important "deposits" to the A. and H. salesman's accounts in the form of credit items toward the achievement of real success in everyday work.

He compared them to deposits in a checking or savings account at a bank, which are added to the credit of such accounts and then can be drawn on as required—but only to the limit of the deposits. He emphasized the necessity of having plenty of deposits in the success "accounts." As an instance of such deposits, he cited an agent who earned enough in his first year in the business so that for several years thereafter he was able to pay his living expenses from renewals on his first-year sales.

Prospecting First "Deposit"

First among the many "deposits" in the success accounts which he enumerated is prospecting. When a new agent starts to sell, he might make a list of all the people he knows. Sooner or later, however, the list will run out, unless the agent continually adds new prospects as "deposits" to that account.

Another account to which the agent must make deposits is the sales talk. "It isn't hitting quite as it did, you wonder why," he said. "There are several reasons, and an important one is that you are not giving it everything you gave it when it was succeeding for you."

He cited as an example a case in which girls trained to solicit newspaper advertising by telephone showed much better results in the mornings than in the afternoons. Investigation revealed that around 2:30 p. m. they started omitting parts of their prepared sales talk because they were tired of hearing it themselves. "Sooner or later you get tired," he said. "Whether or not you like a canned sales talk, you must have some kind of prepared sales plan or approach."

Other accounts to which agents must make deposits regularly are the accounts of knowledge, of keeping informed and associating with people who are successful in the business; of health, prestige, giving and receiving enthusiasm, maintaining a sense of humor, good ethics in competition, and love of family and fellow man.

The association formally adopted a charter to replace the one adopted about 17 years ago when the Cincinnati association was formed, but which was lost.

Preferred Ups Fagerquist

Preferred Life of Dallas has appointed George Fagerquist A. & H. claims supervisor. Mr. Fagerquist has several years' experience with other Dallas companies. He is a graduate of the University of Texas and a veteran.



H. L. Knight

"THE ATLANTIC STORY"

Our story began in 1842 with the chartering of the Atlantic Mutual. The Centennial, a wholly owned stock company, was organized 100 years later. Today the story of the Atlantic Companies is briefly this:

- ★ Two financially strong companies, operating in the fire, marine and casualty fields under one management, offering producers the choice of participating or non-participating contracts.
- ★ A tradition of prompt and ungrudging claim settlements that goes back over a hundred years.
- ★ A progressive and flexible attitude toward new developments to provide better insurance for the public, combined with sound underwriting.
- ★ The conviction that the public is best served through the competent independent agent or broker, and the practice of telling the public about that conviction.

We shall be glad to send you "The Atlantic Story", an illustrated booklet filling in the above outline and containing a historical sketch and other useful information. Simply write or telephone any of our offices.

THE ATLANTIC COMPANIES

ATLANTIC MUTUAL • CENTENNIAL

Home Office: 49 Wall Street, New York 5

Baltimore • Boston • Chicago • Cincinnati • Cleveland • Dallas • Detroit • Grand Rapids
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Pittsburgh • Portland • Richmond • St. Louis • San Francisco • Seattle • Syracuse

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COMMERCIAL STANDARD

a Multiple Line "A" rated company with a MILLION DOLLAR CAPITAL and OVER A MILLION DOLLAR SURPLUS

Now in its Twenty-seventh year of PROGRESSIVE DEVELOPMENT

Offers to selected agents in selected territory its facilities:

AUTOMOBILE (All Coverages)
WORKMEN'S COMPENSATION
PUBLIC LIABILITY
BURGLARY
PLATE GLASS
BONDS

FIRE, TORNADO, INLAND MARINE

COMMERCIAL STANDARD

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FORT WORTH, TEXAS

NO STANDARD HIGHER THAN COMMERCIAL STANDARD

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North British Shifts Executive Assignments

(CONTINUED FROM PAGE 1)

those states under the new midwestern department at Chicago.

Walter F. Moore, formerly general agent of the western department, has been elected an assistant secretary of all companies in the North British group. He will be associated with Mr. Tiscala in the operation of the combined central-western department.

Nourse Rules Against Physicians Health Service

Judge Nourse at Los Angeles has handed down a decision denying the petition of Physicians Health Service to set aside the order of conservation recently made by the superior court directing Commissioner Maloney as conservator to take over the affairs of the service. In his decision, in which he denied all points advanced by the petitioner and at the same time denied attorney fees, the court said at one place, "the insurance commissioner not only had the right to take over this association, but he would have been derelict in his duties had he not done so."

Health Service in its petition sought to set aside the conservation claiming it did not come under the provisions of the insurance code and ordered to have its affairs returned to its management. Unless further action is taken by the Health Service, the next step will be for the commissioner to apply for a writ of liquidation.

Launches Finance Agency

Farm Bureau Mutual Automobile has organized Approved Finance, Inc., as a subsidiary to provide loans and financial services for its policyholders. It will work through the company's agency force and have \$200,000 capital and \$100,000 paid in surplus. George S. Hough, director of sales promotion for the insurers, is vice-president and general manager.

Shift Suit Against Resolute

The \$5,483,741 lawsuit filed by Max T. Morgan of United Underwriters, Tulsa general agents, against Resolute of Hartford, has been moved from Tulsa county district court to the federal court there. Mr. Morgan charges breach of contract and slander. He was general agent for Resolute from Feb. 17, 1947, to Dec. 1, 1950, according to the suit, and he alleges that during that time he paid out \$19,195 for adjusting fees and \$214,546 for commissions to agents,

none of which, he said, was paid to him by the company. He is also asking \$250,000 in actual damages to his business and \$5 million in punitive and exemplary damages because of alleged slander.

The removal is on the basis of diversity of citizenship, since Morgan is a citizen of Oklahoma and Resolute is incorporated in Rhode Island and has its home office in Hartford.

Thompson Joins Guardian Life A. & H. Department

Kenneth R. Thompson has been appointed A. & H. agency assistant for Guardian Life. He will work with Gerald S. Parker, secretary A. & H., in the new A. & H. sales program.

Mr. Thompson entered insurance in 1937 with the L. D. Muller agency in New York, and was a vice-president when he joined the army. After service he joined Century Indemnity as superintendent of the metropolitan department and became A. & H. production manager in 1946. He held this position until his Guardian appointment. He is president of the A. & H. Club of New York.

Chicago Adjusters Celebrate

The Chicago Casualty Adjusters Assn. held their Christmas party with an attendance of almost 700 members and guests. After a turkey dinner, the members and guests enjoyed a "talent" show presented by Ernie Young, Chairman for the evening was Robert M. Moore, Security Mutual Casualty.

S. C. Comp. Rates Pared

A reduction in South Carolina workmen's compensation rates averaging 6 1/2% is being put into effect as of Dec. 31. Commissioner Murphy estimates that this will amount to a premium savings of about \$450,000.

Parley on Group Cover

WASHINGTON — Defense Department Insurance Director Thomas Kane has set Jan. 3 for the long deferred meeting with a committee representing group interests, on group plan proposals to fit in with the defense projects casualty rating plan.

David A. Stough has joined the Don York agency at Wichita as vice-president. He is a son-in-law of Mr. York.

E. T. Thomas, formerly special agent at Seattle for Balfour, Guthrie & Co., has established the Evergreen agency at Bellevue, near Seattle, and also has a Seattle office.

Ruling Means \$4 Million More in "Comp" Payments

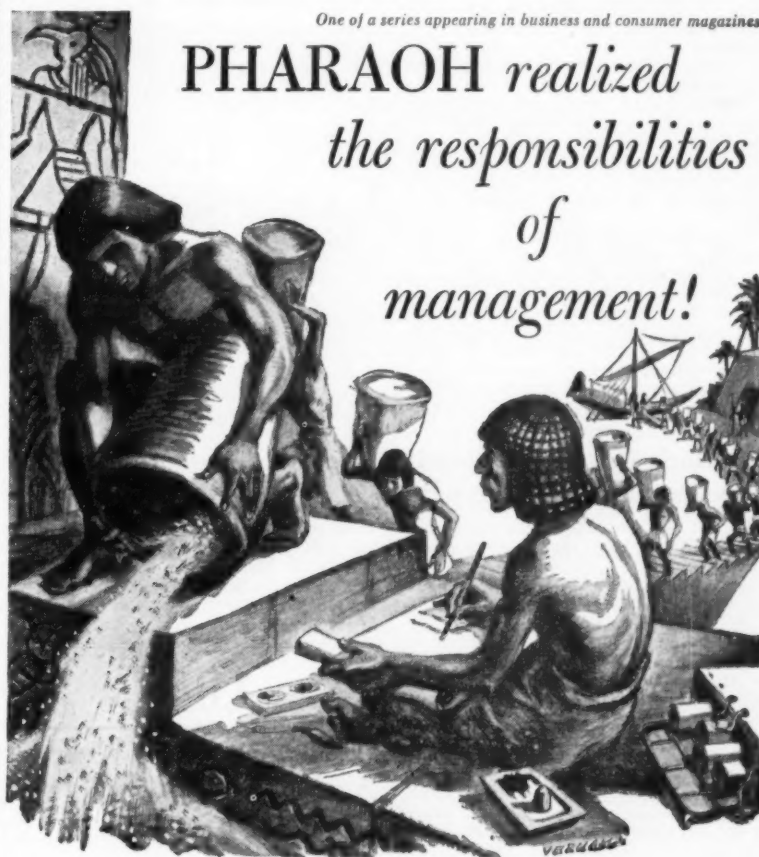
New Jersey supreme court has interpreted the state workmen's compensation law to mean that the maximum payment for permanent partial disabilities is \$30 a week instead of \$25 and an attorney estimates that the decision means that some 30,000 persons injured in accidents in 1951 will receive an additional \$4 million in compensation awards.

The case was that of Bass vs. Allen Home Improvement Co. A lower court had held that the maximum weekly payment was \$25. Henry Harris, the Newark lawyer who appealed the decision, based his estimate of the case's significance on the 1950 report of the state department of labor in industry which showed that insurance companies paid out \$17,290,000 on 27,802 claims involving partial permanent disability.

The law was changed Jan. 1, 1951 to provide the higher maximum weekly payments.

One of a series appearing in business and consumer magazines.

PHARAOH realized
the responsibilities
of
management!



He stationed a trusted scribe on the roof of ancient Egypt's royal granary. By tallying each sack emptied into the chamber, this scribe recorded the amount of grain delivered as annual tribute. His count, checked against the records of the overseers who supervised the filling of the sacks, constituted a primitive control against dishonesty.

In modern business practice, setting up and maintaining adequate controls against dishonesty is still a primary responsibility of management. Frequent outside audits provide an additional vital safeguard. Equally essential is employee bonding in amounts proportionate to the company's operations—to insure reimbursement in the event of a shortage. All three are needed for an effective partnership against dishonesty.

Our bonding specialists can help you plan your loss prevention program. Why not call our agent in your community and have him arrange for this service now?

AMERICAN SURETY
COMPANY

100 Broadway, New York 5, N. Y.

FIDELITY • SURETY • CASUALTY • INLAND MARINE • ACCOUNTANTS LIABILITY
AVIATION INSURANCE THROUGH UNITED STATES AVIATION UNDERWRITERS, INC.



At E. U. A. annual dinner: Above—Howard Vore and W. J. Christensen of Loyalty group; John Rygel of Hanover, and Guy Beardsley, retired vice-president of Aetna Fire. Inset—T. D. Hughes, America Fore, and Donald W. Perin, National Assn. of Insurance Agents.

INSURANCE NEWS BY SECTIONS

MIDDLE WESTERN STATES

Wisconsin Mutual Agents Reelect Gother President

SHEBOYGAN, WIS. — Wisconsin Assn. of Mutual Insurance Agents re-elected all officers at its annual meeting here. E. C. Gother, Milwaukee, is president; Harold Achtor, Milwaukee, vice-president; H. P. Otten, Milwaukee, treasurer, and Adolph S. Imig, Sheboygan, secretary.

Reports were given on association activities and on the national convention held at Chicago. It was voted to hold a two-day convention in the summer, consisting of a sales congress one day and the business meeting the next day.

To combat the tendency toward direct writers, it was voted to insist on retaining ownership of renewals by the agent and for the complete writing, sales and collection of premiums by the agency itself. Educational classes are to be organized early next year under the direction of James Lichty, professor of the school of commerce, University of Wisconsin.

Braddock New K. C. Head; Flood Insurance Discussed

Robert A. Braddock, assistant manager of R. B. Jones & Sons, on Jan. 1 will become president of the Insurance Agents Association of Kansas City. He succeeds Hoyt S. Nelson.

P. H. Hawes of Speed Warner, Inc., is vice-president; Fred V. Griffith of W. B. Johnson & Co., treasurer. Elected to the executive committee are Mr. Hawes, Nathan Trotter of Fradenburg & Trotter, and James A. Spellman, Jr., of Ridge-Spellman.

At the annual meeting, John M. Nuckols, the association's executive secretary, reported on recent flood insurance developments for William J. Welsh of Mann, Kerdolff, Kline & Welsh, who has been in contact with the flood insurance committee of Insurance Executives Assn. As a result of conversations with the committee, it was indicated that a report would be made early in February as to the feasibility of writing flood coverage.

At the request of Insurance Agents Assn. of Kansas City and a special Missouri-Kansas flood insurance committee, Insurance Executives Assn. has undertaken a comprehensive study of the flood insurance situation, and the report is awaited with great interest.

President Nelson, in his report of administration, touched on local board rules. He said "... it has come to be generally recognized that the one local board rule most defensible is the 'in-or-out' rule. I will exercise my prerogative and say that the agency limitation rule is outmoded. We have discarded the non-intercourse rule ... That leaves only the in-or-out rule, the application of which means that our members may not represent a fire company having agency representation outside the board.

It is believed that rule is defensible and the Cleveland case will be decided in favor of that rule. It has long been accepted that clubs, civic groups and trade organizations are privileged to confine membership in any way any group so chooses, so long as it does not cause injury to any person outside the membership," President Nelson declared.

Discuss Wisconsin Workshop

Wisconsin 1752 Club held a luncheon meeting at Beaver Dam to discuss current problems and participation in the insurance workshop conducted by University of Wisconsin in cooperation with

the mutual field men and Wisconsin Federation Mutual Insurance Companies. A group of club members act as instructors in the workshop as well as at regional agents meetings.

Celebrates 25th Anniversary

The Al J. Hoffman agency of Fort Wayne, Ind., last week celebrated its 25th anniversary with a party at the Orchard Ridge Country Club. Marvin Simpson, London & Lancashire Indemnity, which company has been in the agency since organization, presented Mr. Hoffman a 25-year award.

Dick Sloan Now Partner

Dick Sloan, who has been a broker attached to the Altman-Singleton Co. agency of Kansas City, has now become a partner in that agency. He has been a broker since 1939 except for a period of navy service during the war. He is a past president of Kansas City Golf Assn. The other partners in the agency are Frank G. Altman, Charles M. Singleton and Paul M. Britton.

Appleton Agents Elect

Daniel P. Steinberg, Jr., was elected president of Appleton (Wis.) Assn. of Insurance Agents at its annual meeting and Christmas dinner for members and their wives. He succeeds Robert Lang, Kaukauna. Harold Weiland was named vice-president, and Charles Hueseman was reelected secretary.

COAST

Dwelling Rates in Wyoming Are Reduced Materially

Fire insurance rates on dwelling risks have been materially reduced in Wyoming. Reductions include tourist court cottages.

The decrease resulted from a statistical study of premiums and losses for the past five years conducted by the Wyoming department and Mountain States Inspection Bureau, which has been going on for several months. Wyoming Tourist Court Assn. gave valuable aid in this study.

Commissioner Taft also stated that there will be a nominal increase in extended coverage rates on farm properties and windstorm and hail rates on all classes.

The net reduction effected by these adjustments is estimated at about \$210,000 per year.

Clark Gets MacDonald Stock

Otis Clark, president of Reinsurance Underwriters of San Francisco, has acquired the stock interest in the firm held by D. K. MacDonald & Co. of Seattle. Mr. Clark joined Reinsurance Underwriters in 1939. George H. Lovell is vice-president and manages London Lloyds operations at San Francisco. D. C. Ross is manager of the Los Angeles office.

Cal. Assn. Directors Meet

Directors of California Assn. of Insurance Agents heard committee reports and outlined activities for the coming year at a meeting at Berkeley.

Harry R. Schroeder, Jr., reported that the fire and allied lines committee plans to follow up a producer request for a simple non-reduction type clause instead of the automatic reinstatement of loss clause recently adopted by the fire companies. The committee also will

continue to favor broadening the coverages under dwelling policies in face of continuing favorable loss ratios. Harold Callis, Santa Barbara, a past president, was appointed chairman of a newly formed workmen's compensation committee.

The association will hold its annual convention Nov. 17-19 at Oakland. E. C. Smith, Jr., has been named general chairman. The Far West Agents' Conference is set for March 31-April 2 at San Francisco.

Agency membership in the association is now 2,439.

City's Tax Attempt Fails

The state insurance code has put a damper on an attempt by the city commissioners of Vancouver, Wash., to put a 3% tax on fire and automobile insurance premiums. Under the code, the state preempts the field of imposing excise or privilege taxes on insurers.

It was the contention of the commissioners that insurers benefit from the traffic safety work of police, so should help shoulder the cost. Also, they claimed the city has spent considerable money to install a fire alarm system and street lights to reduce fire damage and accidents. Despite this, they said, insurance premiums are climbing.

Clarifies Ore. License Fees

The Oregon department, to clarify incorrect reports, has stated that no change has been made in the \$100 fee for a non-resident broker's license.

It is thought the misinformation arose because of an amendment passed at the last legislature providing for any type of non-resident agent's license with a fee of \$10 per class. This license is applied for by the company in the same manner used in applying for a resident agent's license.

The department states that it would be much simpler for the non-resident to pay the \$100 non-resident broker's fee than to request each company to pay the \$10 fee per class.

Fireman's Fund Opening

Fireman's Fund held an open house at its new southern California department headquarters at 3440 Wilshire boulevard, Los Angeles, Wednesday afternoon of this week.

Groninger Buys Peyton Agency

The Harry Peyton general agency of Seattle is being sold to Groninger & Co. of that city.

The entire Peyton agency plant is being transferred to Groninger & Co. and, in addition, the latter will assume the Peyton agency's representation of Eureka Security F. & M. American Fire and Central Surety, the latter for servicing of existing business. Most of the Peyton office staff will join Groninger & Co.

Harry Peyton, who launched the general agency more than 20 years ago, and before that was northwest manager for National Union at Seattle, will announce his future plans shortly.

Forum Has Christmas Luncheon

Fire Underwriters Forum of San Francisco held its Christmas luncheon and entertainment Dec. 20. The committee in charge included Russ Channing, Crum & Forster; George L. Moir, St. Paul group, and Harry E. Wall, Cravens, Dargan & Co.

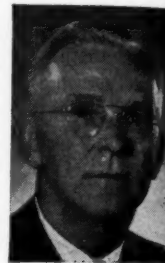
John P. Therrien has joined Bowles, White & Co. of Seattle, formerly with Herbert Brink & Associates.

The F. M. Christiansen agency, Ontario, Ore., has purchased the Ted Bryan agency there. Mr. Bryan is continuing in the real estate business.

EAST

Stott Elected President of New York Federation

NEW YORK—John C. Stott of Norwich, a past president of National Assn. of Insurance Agents, was elected president of Insurance Federation of New York at its annual meeting. He succeeds Herman K. Heussler of Buffalo.



John C. Stott

At the luncheon, attended by about 1,200, Superintendent of New York said the insurance business has answered one of the challenges of government advocates of national health insurance by its development of catastrophe medical expense coverage but he warned that private industry must also devise a method of providing A.&H. insurance for older persons.

Raymond P. Dorland, New York broker, was elected executive vice-president, and Richard Rhodebeck, president of U. S. Life, vice-president. Rankin Martin, Standard Accident, succeeded Robert V. Branion, Zurich, as chairman of the executive committee.

U. S. Senator Irving M. Ives, a New York City insurance broker, who was the luncheon speaker, talked on the national political situation.

Conn. Agents Set Date for Mid-Year Gathering

The midyear meeting of Connecticut Assn. of Insurance Agents is to be held at the Wee Burn Country Club at Darien May 21, by action of the executive committee. The dates for the annual meeting are Sept. 8-10 at Hotel Taft, New Haven.

Hartford Mutual Names Two

Hartford County Mutual Fire Ins. has appointed Neal O'Connell comptroller of the company and Miss Emily W. Perrett assistant treasurer, both newly created positions.

Bland Conn. C.P.C.U. Head

Herbert R. Bland, Aetna Casualty, Hartford, has been elected president of the Connecticut C.P.C.U. chapter. New vice-presidents are Austin Carey, Aetna Fire, and M. H. Blackburn, Travelers. John B. Abrahams of the Max Blumenthal agency was named secretary.

Dover Insurance Men Lose

Raymond H. Chase, candidate for mayor of Dover, N. H., on the Republican ticket, who is vice-president of the John W. Morrison agency, lost in the city election. Also defeated was Harley A. Crandall, retired assistant manager of Metropolitan Life, for councilman.

Plan Mutual Institute in April

American Mutual Alliance will sponsor a mutual fire and casualty institute April 21-23 at Hotel Benjamin Franklin, Philadelphia. Registration notices will be mailed in January, with attendance limited to 300 representatives of mutual fire and casualty companies.

New Jersey Insurance Women will be hosts at a regional meeting at Asbury Park, March 28-30, for members of women's insurance organizations in New England, New York, Pennsylvania and New Jersey.

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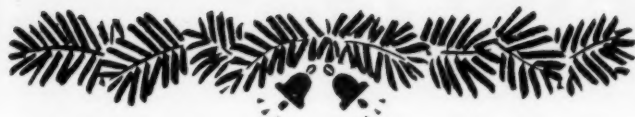
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HAMPTON



SYMBOL OF A VANISHED ERA

BECAUSE of the danger of wolves in the neighborhood, while Hampton was being built, the workmen were allowed to quit early each day in order to reach home before dark. This stately mansion near Baltimore was started in 1783 and was built by Charles Ridgely whose family had been early settlers in Maryland and had amassed wealth and won prominence in the colony.

Fond of hunting and good-fellowship, the genial Charles differed sharply from his domineering, intensely

religious wife Rebecca. It was said she was the only living creature he feared. As Hampton was the fulfillment of a long-cherished ambition, when it neared completion, he proposed to hold a lavish housewarming which Rebecca violently opposed. Her husband had his way but on the appointed evening he and his friends waxed

merry at a stag party while Rebecca conducted a prayer meeting in another part of the house.

In 1790, shortly after the housewarming, Ridgely died and, having no children, left the estate to his nephew Charles Carnan with the proviso that he assume the name Ridgely. Rebecca, who could have had Hampton for her lifetime, preferred to accept another dwelling. Charles Carnan Ridgely devoted himself to developing the terraced gardens which became known for their beauty. Governor of Maryland for three years, he was married, oddly enough, to Rebecca's youngest sister.

After remaining in the possession of the Ridgely family for more than a century and a half, Hampton was deeded to the nation in 1947. Under the custodianship of the Society for the Preservation of Maryland Antiquities it is operated for the National Park Service. At the time of the transfer a former Secretary of the Interior stated: "Few historic houses in the United States were built on such a magnificent scale. Hampton represents the height of opulence in the period just after the Revolution and it has survived intact."



Charles Ridgely



Rebecca Ridgely



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